



C & D

CHEMIST AND DRUGGIST

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Trade Descriptions Act

POTENTIAL PROSECUTION DIFFICULTIES

THE Trade Descriptions Act, 1968, may well turn out to offer many more difficulties to those concerned with prosecutions for offences than did the existing Merchandise Marks Acts, says the chairman (Mr. M. Catesby) of the Retail Trading Standards Association in his report for the year ended March 31.

Mr. Catesby adds that it is a disappointment to admit that the difficult section concerned with mis-statements about comparative prices appears to have failed in its intention. Most advertising of consumer goods continued to be of a high standard, he states, but a "vociferous minority" of traders employed tactics that confused and misled shoppers. The Association had protested to individual newspapers and the Advertising Standards Authority about the deceptive nature of such advertising. There was reason to think that the seven successful prosecutions by the Association during the year had had some effect in demonstrating to newspapers the manner in which readers were being confused by misleading statements.

Chemical Industry

TRAINING BOARD'S FIRST REPORT

PROGRESS by the Chemical and Allied Products Industry Training Board during its first six months owed much to the co-operation and goodwill

of many people in firms, organisations, other training boards and Government departments, says the Board in its report for the period ended March 31 (H.M. Stationery Office, price 1s. 9d.). The Board hopes the momentum can be maintained and an early start made with the work of preparing training recommendations for particular occupations so that they may be quickly brought within the grants framework. By March 31 the Board's register included over 3,000 establishments and action is being continued to identify others. During the year Mr. G. C. C. Gell, M.A., F.R.I.C. (a director, Shell Chemicals U.K., Ltd.) became *Director*, and Dr. T. M. Cook, M.Sc., Ph.D., M.I.Prod.E., F.R.I.C. (Thomas Norson & Son, Ltd.) was appointed *Chief Training Officer*. Messrs. D. G. Knight and E. Peacock were seconded from the Ministry of Labour as *Secretary* and *Assistant Secretary* respectively. Details of the Board's proposed levy and grants scheme were given in the *C. & D.*, August 24, p. 158.

Narcotic Drugs

ESTIMATES FOR 1968

ESTIMATES for the United Kingdom and Ireland are included in the Second Supplement to the Statement of Estimated World Requirements of Narcotic Drugs in 1968 (H.M. Stationery Office, price 7s. 8d.). The details are as follows, the quantities are given in kilos except where otherwise stated:— Ireland: Cannabis 3; cannabis resin 300 gm; cocaine 4.5; codeine 420; dextromoramide 5; diethylthiambutene 200 gm; dihydrocodeine 500 gm; diphenoxylate 100 gm; dipipanone 2; ethylmorphine 1; etorphine 1 gm; fentanyl 5 gm; heroin 250 gm; hydrocodone 100 gm; hydromorphone 50 gm; levorphanol 60 gm; methadone 2.5; morphine 10; normethadone 2; opium 120; oxycodone 500 gm; pethidine 70; phenazocine 25 gm; phenoperidine 30 gm; pholcodine 13 and thebaine 25 gm. The United Kingdom requirements are:— Cannabis 15; coca leaf 5; cocaine 116; codeine 14,760; dextromoramide 22; diethylthiambutene 10; dihydrocodeine 1,305; dihydromorphone 125 gm; dihydromorphone dimethyl ether 25 gm; diphenoxylate 90; dipipanone 70; ethylmorphine 205; etorphine 5 gm; etorphine-3-methyl ether 500 gm; fentanyl 20 gm; heroin 65; hydrocodone 2; hydromorphone 200 gm; levorphanol 2; methadone 45; methadone-intermediate 125; morphine 16,655; morphine dimethyl ether 5 gm; norcodeine 1 gm; opium 245,500; oxycodone 13; oxy-



GUESTS OF A MANUFACTURER: Delegates to the joint conference of the Scottish Health Visitors' and Health Visitors' Associations were entertained by Cow & Gate, Ltd., on August 14. In the picture here shown are Messrs. D. M. Sloan (Scottish regional supervisor of the company) and R. Maxwell (marketing and sales manager), Mrs. I. A. G. McQueen (president, Scottish Health Visitors' Association); Dr. A. H. Duncan (principal medical adviser for the Livingston area); Miss M. Nairn (chief nursing officer, City of Aberdeen); and Messrs. R. I. Raggett (assistant marketing and sales manager) and T. J. Laing (the company's senior representative in Scotland).

morphine 15 gm; pethidine 1,100; pethidine-intermediate-a 3,500; pethidine-intermediate-b 100 gm and pethidine-intermediate-c 100.

Drugs for Depression

A MATTER OF CONTROVERSY

THE efficacy, virtues and shortcomings of the anti-depressant drugs are matters of lively controversy, says Professor K. Rawnsley (professor of psychological medicine, Welsh National School of Medicine) in the fourth of a series of Office of Health Economics early diagnosis papers. Professor Rawnsley, discussing the early diagnosis of depression, says in relation to treatment that on the one hand evidence has been assembled to support the view that not only do these drugs relieve depression, but that certain categories of drug are specific for certain forms of depression: tricyclic compounds such as imipramine and amitriptyline for endogenous depression, and monoamine-oxidase inhibitors such as phenelzine for neurotic depression. On the other hand the effect of anti-depressants has been dismissed as nothing more than that of a sedative. The writer says that most drug trials have been carried out on patients undergoing treatment in specialist set-

tings. "There is scope for the conduct of trials in general practice." A further paper (no. 3) in the series is "The Early Diagnosis of Cancer of the Cervix" by Dr. O. A. N. Husain (consultant pathologist, St. Stephen's Hospital, London, S.W.10).

Safety-razor Sales

SECOND QUARTER INCREASE

THE total value of sales of complete sets of safety razors for the second quarter of 1968 at £270,500 was 38 per cent. higher than in the corresponding quarter of 1967; sales for export rose by 47 per cent. The Board of Trade's *Business Monitor* giving that information also reveals that the total value of sales of stainless steel safety razor blades in the second quarter of 1968 at £3.7 million was 13 per cent. higher than in 1967; export sales were 31 per cent. higher. The total value of sales of other safety razor blades was 9 per cent. higher than a year ago and export sales were 19 per cent. higher.

Rôle of Natural Products

NOT YET OUSTED BY SYNTHETICS

CONTRARY to expectation the production of synthetic drugs had not

led to the discarding of natural products said Professor J. W. Fairbairn (professor of pharmacognosy, University of London), speaking at the recent annual meeting in Dundee of the British Association for the Advancement of Science. Delivering a "semi-popular" lecture Professor Fairbairn said that research into new uses for seaweed extracts might provide a drug for protection against radioactive fall-out. It would work by preventing certain radioactive materials from being deposited in the bones. Plant steroids, he said were the main source of the cortisone-like drugs and "the pill." A promising line of research was in the group of plants now being investigated as a possible source for anti-tumour substances. Promising results had been achieved with the semi-tropical periwinkle *Vinca rosea*.

IRISH NEWS

THE REPUBLIC

Galway Congress

SOCIAL FUNCTIONS

THE organisers of the Irish Pharmaceutical Congress, being held in Galway, October 6-9, have arranged a comprehensive range of social activities. Participants have laid on for them golf competitions carrying attractive prizes, receptions, tours of scenic and historic interest, in which the city and county abound, as well it is reported as other surprise items. The Congress breaks new ground in that, for the first time, apart from the official opening and the visit to University College Galway, all events are being held under one roof. The organisers hope that will lead to the creation of a more intimate atmosphere. Early booking is essential. Congress tickets (which include accommodation in the Great Southern hotel, lectures and banquet) are £16 16s. each, while lecture tickets, which entitle the holder to sit in on the whole series and partake of morning coffee and afternoon tea, cost £1 1s. each. Banquet tickets are £2 5s. Those booking are asked to indicate precisely what they require. Bookings may be made through the secretary, Mr. P. Hayes, c/o Lydons Pharmacy, Shop Street, Galway (telephone: 2927).

IRISH BREVITIES

THE NORTH

Six pharmaceutical chemist representatives on the Council of the Pharmaceutical Society of Northern Ireland retire this year. They are Messrs. R. J. Davidson; B. Flatley; M. T. McGread; D. Moore; J. C. Wellwood; and J. Paul. The druggist representative (Mr. R. M. Watson) also retires. Nomination papers in respect of candidates for election must be in the hands of the secretary, Mr. W. Gorman, 73 University Street, Belfast, BT7 1HL by noon on September 16.

THE REPUBLIC

FIRST edition in new format of the Index and Price List of the Irish Drug Association has made its appearance. Future editions are being published bi-monthly.

CHANGES IN POISONS LIST AND RULES

Poisons Board recommendations

THE Poisons Board has recommended to the Home Secretary the following proposed changes in the Poisons List and Rules:

BARBITURIC ACID, ETC.: An exemption to be made in Group II of Schedule 3 to the Poisons Rules for self-heating preparations intended only for external application containing 1,5-diethyl-2-thio-4,6-pyrimidinedione in aerosol dispensers.

CYANIDES: An exception to the entry for *Hydrocyanic acid* in Schedule 8 to the Poisons Rules to be made in respect of cyanide preparations containing less than the equivalent of 0.1 per cent., weight in weight, of hydrocyanic acid (HCN).

FELYPRESSIN, VASOPRESSINS, OXYTOCINS, PITUITARY GLAND PRINCIPLES: Entries to be made in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules for vasopressins, natural and synthetic, and oxytocins, natural and synthetic (felypressin thus being included in the List and the Schedule); the entry in Part B of Schedule 4 to the Poisons Rules beginning "Pituitary gland . . ." to be replaced by "Pituitary gland, the active principles of, other than corticotrophins, oxytocins and vasopressins; except when contained in inhalants or in preparations intended for external application only."

HORMONES: Exemption in Group II of Schedule 3 to the Poisons Rules in respect of oestrogenic substances in preparations intended for external application to be limited to preparations containing not more than four milligrams of oestrogenic substance per hundred grammes of inert substance (the existing exemptions for

preparations containing androgenic or progestational substances to continue).

ISOAMINILE; ITS SALTS: To be included in Part I of the Poisons List [Dimyrl].

MITOPODOZIDE: To be included in Part I of the Poisons List and in Part B of Schedule 4 to the Poisons Rules.

3-NITRO-4-HYDROXYPHENYLARSONIC ACID: An exemption to be made in Group II of Schedule 3 to the Poisons Rules for poultry and pig feeds containing not more than 0.005 per cent. of 3-nitro-4-hydroxyphenylarsonic acid.

PARAQUAT: To be included in Part II of the Poisons List, with an exemption in Group II of Schedule 3 to the Poisons Rules for preparations in pellet form containing not more than 5 per cent. of paraquat.

SODIUM FLUORIDE: An exemption to be made in Group II of Schedule 3 to the Poisons Rules for mouth washes containing not more than 0.05 per cent. of sodium fluoride.

The proposals in respect of *hormones* supersede earlier proposals for control (see *C. & D.*, January 27, p. 84). The amendment in respect of cyanides is being made to enable low strength cyanide solutions in haemoglobin test kits to be sent through the post. Unless objections are received the proposals are being incorporated in a new Poisons List order and a consolidation of the Poisons Rules now being prepared. Any objections or observations regarding the recommendations should therefore be sent as soon as possible to the Under Secretary of State, Home Office (Drugs Branch), Room 308, Romney House, Marsham Street, London, S.W.1.

NEWS IN BRIEF

THE index of retail prices in July was 125.5 (January 1962 = 100) compared with 125.4 in June.

THE post of Director of Statistics in the Board of Trade has been upgraded to Deputy Secretary level. Mr. J. Stafford (Director of Statistics, Board of Trade) is to be the first holder of the new post.

"DEALING with Redundancies" is the title of a booklet issued by the Department of Employment and Productivity. Intended as a guide to employers it sets out the main points to be borne in mind when redundancy problems arise.

MEMBERS and friends of the Institute of Pharmacy Management are being invited to a sherry party at the Students' Union, University of Birmingham, during the British Pharmaceutical Conference meeting. The party is being held at 8 p.m. on Tuesday evening, September 10.

THE British Lighting Council is being disbanded and its work shared among supporting organisations in the lighting industry and the Electricity Council. The showrooms in London and Manchester closed on August 30, but the addresses remain in being until September 30.

HIGHER rates of employers' National Insurance contributions (see *C. & D.*, August 10, p. 116) are effective September 2. The rates are set out in leaflet NI 161, available at local offices of the Ministry of Social Security, and new flat-rate stamps went on sale on August 30.

THE Consumer Council is holding a conference of "experts and interested parties" at the end of October to try to establish the known facts on cyclamates and make it easier for those concerned to decide whether their use should or should not continue. Final details of the conference have yet to be settled.

A PLAN has been agreed in principle to merge the National Traders Traffic Association, Traders Co-ordinating Committee on Transport and Traders Road Transport Association on January 1, 1969. Aim of the combined organisation will be to give a comprehensive service to trade and industry, both as operators of their own vehicles and as users of outside transport.

THE Food Additives and Contaminants Committee has concluded that there would be no hazard to health in the use of azodicarbonamide as a flour improver up to 25 parts per million of treated flour, but as the immediate need for it has not been established, it should not be allowed at present (report from H.M. Stationery Office, price 1s. 3d.).

THE Joint Committee on the Use of Antibiotics in Animal Husbandry and Veterinary Medicine is now ready to receive evidence from interested organisations and people. Written evidence should be sent to the secretary, Room 64, St. Andrew's House, Edinburgh, 1, if possible by September 30. Later persons may be invited to give oral evidence.

TOPICAL REFLECTIONS

By Xrayser

Interim stage

It is already close on three months since reimposition of prescription charges, and it may now be accepted that the interim scheme of exemptions is working, or being made to work. It is not a smooth-running machine by any means, but pharmacists have put themselves to considerable trouble to assist members of the public and to see that circumlocution does not stand between them and essential medicines. That the whole sorry scheme has caused trouble and irritation may be deduced from your correspondence columns, which continue to provide evidence of dissatisfaction, and I am quite certain that your contributor, E. C. Tenner, has not poured oil on troubled waters by his disclosure of the fact that sixpence out of every half-crown repayable to patients is set aside to pay the subpostmaster who has cashed form EC57. One is overwhelmed by the contemplation of all that is involved in the interim arrangements — the classification of chronic sickness; the intricate form that has to be completed for such a claim; the obtaining of certificates of exemption from a host of different sources; the declaration on the reverse of the prescription form, with its alternative clauses which would baffle all but the most experienced. And whether, to paraphrase Mr. Weller, sen., it is worth going through so much for so little, I take leave to doubt. We have been promised something of a more permanent nature "by the winter." It is to be hoped that the lesson of the temporary fiasco has been taken to heart, and that proper consultation will take place. Indeed, such should be going on now, for the winter is not far off. We should have no truck with any modified interim scheme. That would only delay matters and make confusion worse confounded. And since it is likely to be something that may last for some time, Mr. Kenneth Robinson might do worse than enlist the co-operation of the doctors who are, after all, part of the National Health Service and whose patients' welfare is their immediate care.

Fifty years

To have been a registered pharmacist for half a century is matter for satisfaction. To have had, over that period, such a varied career as that described by Mr. E. H. Shields (p. 171) is to have lived a full pharmaceutical life. To those who have qualified in recent years it must come as something of a surprise to learn that a Pharmaceutical Chemist — that is, one who had gone a stage further than the minimum requirements for registration — had difficulty in finding even locum work. Mr. Shields makes reference to his work in connection with *T.K.'s Monthly*, and I could scarcely credit that it is thirty years since that lively little publication ceased. I always looked forward to its arrival for, though its primary purpose was to keep a firm's name in the foreground, it had considerable literary merit and was of great interest. What your contributor describes as a "preoccupation" gave more pleasure than he probably realised.

Treasure trove

Many pharmacists have already taken some of the steps urged in the article on p. 189 and have modernised their premises, tearing out the fittings of last century and replacing them with something undreamed of in the time of the original owner. I have no doubt that financially the metamorphosis is worth while, but I would urge on those who take the step the desirability of keeping a watchful eye open for what may be uncovered in the excavations. While it is unlikely that a first edition of the London Pharmacopoeia will emerge, though even that possibility should not be ruled out, all old books and documents should be examined with care and attention. Opportunity in that, as well as other directions, knocks but once — even if all that emerges is an illustration of a handsome shirt-sleeved gentleman attacking, with an open razor, the sole of a foot precariously perched on a three-legged table, instead of using a marvellous world-famed paint which "cures when all other remedies fail!!!" Or a dignified broadsheet that begs to intimate that "all patent medicines are supplied at Store Prices" and that prescriptions are "prepared with the purest drugs only." Such documents are the substance of history itself.

LEGAL REPORTS

Copyright Infringement Injunction

G. T. GURR, LTD., Carlisle Road, The Hyde, London, N.W.9, recently noted that a catalogue distributed by Mr. Raymond A. Lamb, 12 The Viaduct, Ealing Road, Alperton, Middlesex, showed lists of stains, waxes, indicators and chemicals, and it appeared on examination that substantial portions of the catalogue, including a number of illustrations, had been copied from their catalogues and price lists. They therefore took legal advice and as a result an injunction has now been ordered against Mr. Lamb restraining him from infringing their copyright in Gurr catalogues B and M and from infringing the copyright in certain illustrations appearing in Gurr catalogue B.

Not A Shop

A DEFENCE submission that a market trader's premises were constructed so that they satisfied legal requirements that medicines should only be sold from a shop was rejected by Wigan, Lancs, borough magistrates on August 22, according to a report in the *Guardian*. Mr. Peter St. John Howe, prosecuting for the Pharmaceutical Society of Great Britain, told the court that medicines must be sold from a shop unless sold by a doctor, chemist, or dentist. The premises concerned, outside Wigan market hall, were not a shop because the structure was portable. "Two strong men could move it and carry it away." Defending solicitor said that, ever since a similar case had gone to a higher court some years ago, the trader had tried to construct his premises to come within the definition of a shop, but obviously he had not gone far enough. The trader, Colin Taylor, Chapel Street, Pemberton, Wigan, was fined a total of £40 and ordered to pay £7 7s. costs, after pleading not guilty to selling goods contrary to the provisions of the Pharmacy and Medicines Act, 1941. In a separate, similar case, Frank Atkin, another market trader, Gidlow Avenue, Wigan, was fined a total of £30 and ordered to pay £5 5s. costs. He pleaded guilty.

COMPANY NEWS

Previous year's figures in parentheses

PHOTOPIA INTERNATIONAL, LTD.—Trading profit for year ended April 30, £174,305 (£145,551) and profit before tax, £140,221 (£113,899). Dividend for year 20 per cent. (17½ per cent.).

RICHARDSON MERRELL, LTD., is the new trading title adopted for Vick International Ltd. The registered address is now 20 Savile Row, London, W.1 (previously 10 New Burlington Street). Chairman is R. D. Waters (U.S.A.); managing director, K. Sweeting and deputy managing director A. Talbot.

NORCROS, LTD.—With the sale of Jensen Motors, Ltd., on August 22, streamlining and reorganisation of the group continues and the directors say that this, together with the new management and attitudes now prevailing, "will ensure a satisfactory performance rela-

tive to the growth which is being sought." Group sales in first half of year were £13.9 million (£13.4 m.) and profit, before tax, £998,000 (£78,000). An unchanged interim dividend of 8½ per cent. is declared in respect of 1968.

LONDON RUBBER CO., LTD.—Sales to date are ahead of last year and a significant increase in profitability is expected in the current year, reports the chairman (Mr. A. R. Reid). Sales rose by £4½ million to nearly £20 m. in the year to March 31, but margins in the U.K. were cut and pre-tax group profit was only marginally higher at £2,543,000 (£2,535,000) before allowing £116,000 for devaluation gain. The dividend is 37½ per cent. (unchanged). Protectives and gloves contributed 66 per cent. of sales and £2,138,000 to profit and pharmaceuticals and other products 11 per cent. and £453,000.

ARNOLD M. GEE, LTD.—Increase in selective employment tax will cost the company approximately £2,000 this year. Directors cannot estimate the effect of the re-introduced charges for National Health Service prescriptions on dispensing but feel that with the exemptions allowed the effect will not be as severe as when charges were previously in force. N.H.S. dispensing to date shows a 3 per cent. reduction, while retail sales to date show an increase of 15 per cent. over previous year. Directors are confident that the new pharmacies opened in the year under review and modernisation of others should provide extra profits this year. A new acquisition at Aylesbury which has been modernised should also prove a profitable investment. Negotiations are proceeding for acquisition of additional businesses. Should results of self-service store be as successful as hoped further businesses of that type will be opened. In light of developments profits should again show an increase in present year.

BUSINESS CHANGES

B. & P. LABORATORIES, LTD., are removing to Cunard Road (off Chase Road), London, N.W.10 (telephone: 01-965 3637) on September 3.

LIGA INFANT FOOD, LTD., is the new title adopted by Liga Food Products (U.K.), Ltd., 23 Saxby Street, Leicester, LE2 0NL.

TYPHARM, LTD., have moved to 45 East Street, Blandford Forum, Dorset (from 439 Richmond Road, Sheffield, 13).

MR. H. S. MILLS, M.P.S., 76 Hazelhurst Road, Worsley, Manchester, points out that his pharmacy at 54 Wellington Street, Manchester, 11, has now been closed because of a compulsory purchase order.

BARNETT & FOSTER, LTD., are removing to Denington Estate, Wellingborough, Northants (telephone: Wellingborough 5331), on September 30. Their three London factories will then be closed.

RUDDUCK & CO. (SHOPFITTERS), LTD., have removed to 35 Benfleet Road, Hadleigh, Essex (telephone: Southend 555560). The company are now associated with Ballard Bros.,

Ltd., but are trading as a separate entity.

BERDOE & FISH (R. T. Farthing and W. H. Clarke), chemists' valuers, 41 Argyle Square, London, W.C.1 are dissolving partnership because of ill health and retirement. Their practice will be carried on by Ernest J. George & Co., 278, High Holborn, W.C.1.

THE London office of Goodwin Storefitters, Ltd., is now at their group head offices, Winn Industries, Ltd., 79 Grosvenor Street, W.1 (telephone: 01-629 3601). Counterpoint Store Equipment, Ltd., have moved to their new head office and factory at Eldonway, Hockley, Essex (telephone: 03-704 2532). The Euston Road, London, showroom of both companies is being closed. Contelex Lighting, Ltd., are still operating from 11 Artillery Lane, London, E.1.

APPOINTMENTS

Directors

INTERNATIONAL CHEMICAL CO., LTD., have appointed Mr. R. E. Gay their managing director. He takes over from Mr. T. D. C. Corder, who remains chairman.

HARDY AMIES (PERFUMERS), LTD.—Mr. P. Hesse has announced the appointment of two fellow directors: Messrs. J. T. Rowley and K. P. Varley.

PRICE'S CHEMICALS, LTD., have designated Dr. R. V. Austin their technical director to succeed Mr. W. C. Whiteside when he retires on March 31, 1969, after forty-six years' service with the company.

Executives

SYNTEX PHARMACEUTICALS, LTD., have appointed Dr. Miriam Moore-Robinson assistant medical director.

PERSONALITIES

MR. L. J. MANLEY, M.P.S.I., Balbriggan, co. Dublin, Eire, has been made a member of the International Pharmaceutical Association of Lourdes, on the recommendation of the Oblate Fathers, in recognition of his zeal and untiring work in caring for Irish invalids visiting the holy shrine. The distinction entitles him to special privileges at the shrine, which he has been visiting for many years.

MR. D. LONGWORTH, F.P.S. who is the new marketing manager, Onward

Pharmaceutical Services, Ltd., Sicilian House, Sicilian Avenue, London, W.C.1, qualified from the Liverpool School of Pharmacy in 1953. His early days in the industry were spent with James Woolley & Co., Manchester and W. H. Legat, Ltd., Bolton. Later for several years he was with CIBA Laboratories, Ltd., and Dis-



tillers Co. (Biochemicals), Ltd., and since 1960 he has worked in the surgical and laboratory fields. Mr. Longworth will be responsible for co-ordinating the activities of the member wholesalers of the Onward group, with the object of offering to manufacturers a national warehousing, distribution, and merchandising service. Mr. Leslie D. Smith remains the group's chief executive with responsibility for administration.

DEATHS

BLOTT.—On August 14, Mr. William Blott, M.P.S., 1 King Straith Square, Kings Lynn, Norfolk. Mr. Blott qualified in 1910.

HENNELLY.—Recently, Mr. Francis Hennelly, M.P.S.I., 26 Trimgate Street, Navan, co. Neath, Eire. Mr. Hennelly qualified in 1937. He was a founder member and former secretary of Navan Chamber of Commerce, and had been Meath Assistant Area Director of the Irish Red Cross Society for many years, later representing the county on its central council. Mr. Hennelly is survived by his widow, two sons and two daughters.

JONES.—On August 23 in a Glasgow hospital Mr. William Jones, M.P.S., 82 Kelvin Drive, Glasgow, N.W. Mr. Jones qualified in 1929 and had been senior administrative officer of the Edinburgh National Health Service Pricing Bureau for a number of years, and previously had occupied the same position in Glasgow.

LOWE.—In Westminster Hospital, London, on August 23, Mr. Edward W. Lowe, pharmacist and managing director of Fawns and McAllan Pty., Ltd., manufacturing chemists, Croydon, Victoria, Australia, aged sixty-two. Mr. Lowe was paying one of his regular business visits to Britain when he was taken ill.

KINGDOM.—On August 8, Mr. Thomas Samuel Kingdom, M.P.S., 28 Greenway Close, Llandough, Penarth CR6 1LZ, Glam. Mr. Kingdom qualified in 1935.

MILLER.—On August 4, Mr. Barnett George Miller, M.P.S., 47 Telham Avenue, Ramsgate, Kent. Mr. Miller qualified in 1931.

MOSSMAN.—On August 14, Mr. Joseph Ewart Mossman, M.P.S., 2 Rayer Road, Tidcombe Lane, Tiverton, Devon. Mr. Mossman qualified in 1920.

PATERNOSTER.—In hospital, suddenly on August 22, Mr. Derek John Paternoster, M.P.S., 15 Bloomfield Road, London, N.6. Mr. Paternoster qualified in 1959 after attending Plymouth Technical College and an apprenticeship with Plymouth Co-operative Society, Ltd. He gained experience in retail and hospital pharmacy and in December 1960 joined the editorial staff of the *C. & D.*, remaining until 1964, when he became assistant editor of *Pharmacy Digest*. In April 1966 he was appointed to the editorial staff of the *Extra Pharmacopoeia* (Martindale). "Pat" was one of those immediately likeable personalities who although they may often appear to deal lightly with life's problems, have an underlying

seriousness that becomes evident when important topics are discussed. His sense of humour was ever present. He enjoyed life and company and had a capacity for remembering facts and quotations on a variety of unusual topics, readily making that information available to those who asked. His friends in pharmacy deplore his passing and extend their sympathy to the wife he so recently married.

RUSSELL.—On July 10, Mr. John Thomas Russell, F.P.S., Lakeshore Road, R.R.4, Kelowna, British Columbia, Canada. Mr. Russell, who qualified in 1937, went to Canada in 1951 to take charge of the sales organisation of Glaxo (Canada), Ltd.

SKIDMORE.—Recently Mr. Bertram Skidmore, who until his retirement in 1937 was in business in High Street, Nantwich Ches., aged eighty-six. Mr. Skidmore who qualified as a chemist and druggist in 1904, was a keen sportsman and once ran a mile in 4½ minutes. After retiring from his pharmacy he continued as an optician until 1945.

TYRRILL.—Recently, Mr. Harold George Tyrrell, M.P.S., Woodsome Lees, 2 Brands Hill Avenue, High Wycombe, Bucks. Mr. Tyrrell qualified in 1924.

WILKINSON.—Recently, Mr. Sydney Wilfrid Wilkinson, M.P.S., 15 Woodside, Derby Road, Eastwood, Nottingham NG16 3NW. Mr. Wilkinson qualified in 1928.

INQUESTS

Oral Contraceptive Blamed.—A pathologist told an inquest at Warrington, Lancs, on August 20 that he thought there was a "strong balance of probability" that an oral contraceptive was to blame for the death of a young wife who died of cerebral venous thrombosis. A verdict of "Misadventure" was recorded. Mrs. Sandra Joyce Minton, Aspen Grove, Paddington, Warrington, died in hospital at Warrington shortly after returning from a holiday. Dr. Mossman, the pathologist, said Mrs. Minton was a perfectly healthy young woman with no organic disease.

N.H.S. STATISTICS

In ENGLAND during April 20,550,252 prescriptions (13,034,022 forms) were dispensed. Total cost was £11,420,612. An average of 133.38d. During the first four months contractors dispensed 91,804,824 prescriptions (58,039,832 forms). Total cost was £49,234,420 at an average cost of 128.7d. per prescription.

LANCASHIRE contractors during May dispensed 1,260,057 prescriptions (788,872 forms) at a total cost of £678,252 (average 129.19d. per prescription).

In YORK during May 68,926 prescriptions (41,860 forms) were dispensed at a total cost of £44,390 (average of 154.57d. per prescription).

In WALSALL during May 104,475 prescriptions (65,287 forms) were dispensed. Costs totalled £52,056 (average 119.58d.).

PHOTOGRAPHIC NOTES

Facilities for Photo Dealers.—Jonathan Fallowfield (TPL), Ltd., The Street, Poynings, Sussex, BN4 7AQ, recommend chemists with photographic departments to "buy as you sell," by drawing on the considerable stocks, prompt service and favourable terms, they offer and advise retail pharmacists "Don't put purchase tax on your shelf."

Two Electronic Flash Guns.—Photax (London), Ltd., 70 Charlotte Street, London, W.1, market the Evablitz UM and 3A electronic flashguns. Both have a guide number of 56 with 50 ASA colour film. The UM operates from penlight batteries or 220-240 or 110-120-volt AC mains. It can be used either vertically or horizontally. Model 3A is similar but is also supplied with a set of rechargeable nickel-cadmium cells.

Improved Lighting Units.—Paterson lighting units now incorporate a brass and ceramic lampholder claimed to be considerably more robust than standard plastic types and resistant to deterioration from the heat of the lamp. The holder is available for bayonet cap or Edison screw photoflood lamps. Owing to the increased diameter of the holder, Paterson reflectors now have a larger centre hole fitting making them unsuitable for use with the earlier model. The previous type continue available. An illustrated leaflet is available from the distributors: Johnsons of Hendon, Ltd., Hendon Way, London, N.W.4.

A Flashgun and a Tripod.—J. J. Silber, Ltd., 11 Northburgh Street, London, E.C.1, have added two new lines to their range of equipment. They are a small compact electronic flash unit by National (PE-17) and a lightweight tripod from Velbon (VEB-3). The National PE-17 flashgun is mains or battery operated, has a flash duration of 1/1,000 sec. and recycling time of 6-8 seconds. Guide numbers—colour film of speed ASA 25 is 28. The gun has a two-position accessory foot. The Velbon VEB-3 tripod is made of strong alloy, has flip snap locks on its three-section legs. It has umbrella-type struts for added rigidity and is fitted with a pan-and-tilt head with swing-over platform and rubber or spiked feet.

Photo-finishers' Monitoring Service Moves.—Control of the Kodak monitoring service for Kodacolor and Ektachrome films has been transferred to the Kodak Finisher Sales Division, Kodak House, Kingsway, London, W.C.2. Transfer will allow prompt advice to be offered and immediate corrective action take by the appropriate technical sales representative when problems arise. Since in some respects the quality of black-and-white photo-finishing appears to have declined relative to the continued improvement in the quality of colour processing Messrs Kodak are undertaking a wide scale survey of photo finishers this summer. Results of the survey will, it is hoped, help to remedy some of the causes of poor quality black-and-white processing.

TRADE NOTES

Pseudoephedrine.—Burroughs Wellcome & Co., P.O. Box 129, 183 Euston Road, London, N.W.1, have added to their list a pack of 100 gm. of Wellcome brand pseudoephedrine hydrochloride.

A New Strength.—Eli Lilly & Co., Ltd., Basingstoke, Hants, have added to their list a 250 mgm. per mil strength of syrup V-Cil-K in bottle of 100 mls (19s. 10d.). List number is M 142. The product is also available in Eire (20s. 7d.).

Delivery Service Suspended for a Week.—Barnett & Foster, Ltd., advise that their normal domestic delivery service will be suspended for one week commencing September 23 to facilitate their move to Wellingborough (see p. 182).

Now Taxed.—Girl Cosmetics, Ltd., Surbiton, Surrey, point out that under a recent Customs and Excise decision, their Superlash, Featherlash, Morelash and Batwings false eyelashes are now subject to purchase tax (making the price 12s. 6d.).

Trade Descriptions.—Copies of "Trade Descriptions, The New Law" by Bowes Egan (price £1) (see C. & D., August 3, p. 103) may be obtained from L.R.S. Publishers (proprietors: Literary and Research Services, Ltd.), 48 Notting Hill Gate, London, W.11 (telephone 01-937 0212).

Benefits in Sickness.—The Chemists' Sickness and Provident Society, 321 Chase Road, London, N.14, offers a free brochure describing how everyone engaged in pharmacy and aged 16-54 (qualified or unqualified) can ensure financial protection during sickness and after accidents.

Change of Outer.—From September 2, the numbers of packets in outer cases of Mick are being reduced by the manufacturers, Petfoods, Ltd., Melton Mowbray, Leics, from twenty-four to twelve large and thirty-six to eighteen handy (no change in "Carry-Home" pack of four packets).

Revised Price Lists.—Sandoz Products, Ltd., 23 Great Castle Street, London, WIN 8AE are mailing revised price lists to retailers and hospitals on August 28. The new lists will incorporate price changes agreed with the Ministry and operative from September 1. Further copies are available on application.

Conference Sandals.—Members attending the Birmingham meeting of the British Pharmaceutical Conference, September 9-13, are invited by M.F.C.C., Ltd., to visit the company's premises in the City Centre (at 14 New Meeting Street off High Street), and see the company's range of wooden and flexible exercise sandals, clogs and other health footwear for 1969. The range will be on view also October 6-9 at room 388 International Footwear Exhibition, Mount Royal Hotel, London.

Formulation Change.—The 0.25-mgm. (250 microgm.) in 0.5 mil strength of Femergin ampoules has been reformulated to contain the same quantity of drug in 1 mil. The new strength, identi-

fied by a yellow band under the product name on the outer carton, conforms to the B.P. 1968, formula for ergotamine injection but should be supplied only when specified by the prescriber. When no strength is ordered, Femergin ampoules containing 0.5 mgm. (500 microgm.) in 1 ml should be supplied. Femergin is a speciality of Sandoz Products, Ltd., 23 Great Castle Street, London, WIN 8AE [corrected note].

Bonus Offers

ALBION SOAP, CO., LTD., 30 Thames Street, Hampton on Thames, Middlesex. Simple soap. Thirteen invoiced as twelve. Until September 28.

BRIAN G. SPENCER, LTD., 18 Mere Green Road, Four Oaks, Sutton Coldfield, Warwicks. Mammiject bovine mastitis treatment. Thirteen invoiced as twelve on initial order. Thereafter twenty-five invoiced as twenty-four.

BRITISH COD LIVER OILS (HULL AND GRIMSBY), LTD., Marfleet, Hull, Yorks. Parcel containing four each 25's, 50's and 100's Seven Seas capsules; three 16-oz. and eight 6-oz. sizes of Seven Seas cod-liver oil and four 6-oz. mixable mint-flavoured cod-liver oil, at 10s. 6d. less than normal trade price. Each parcel includes display unit for counter-top or window use. Order may be placed with representative of Maws Pharmacy Supplies, Ltd., Aldersgate House, Barnet, Herts.

CROOKES LABORATORIES, LTD., Basingstoke, Hants, *Karvol* inhalant capsules. Thirteen invoiced as twelve on quantities of 2 doz. to 11 doz. packs of ten; fourteen invoiced as twelve on packs of 12 doz. or more. *Influvac* polyvalent influenza virus vaccine. Discounts of 5 per cent. on order value £15 or more; 10 per cent. on order value £25 or more.

CUXSON GERRARD & CO., LTD., Oldbury, Birmingham. *Thermoid* cream and *Dentosine*. Fourteen invoiced as twelve on order for 3 doz. or more either product or 4 doz. or more assorted.

GEIGY (U.K.), LTD., pharmaceuticals division, Macclesfield Ches. Ninety units invoiced as seventy-two; fifty-eight as forty-eight; twenty-eight as twenty-four.

GERHARDT-PENICK, LTD., Thornton Laboratories, Purley Way, Croydon, Surrey. Dethmor-5 and Rinoxin concentrates (4 oz. sizes), Dethmor Plus-trait, Rinoxin Readimix, Pied Piper and Raticate (all sizes). Twelve invoiced as eleven. Dethmor-5 and Rinoxin concentrated (1-lb. sizes). Six invoiced as five.

GOLDEN, LTD., Berkeley Square, London, W.1. Twice as Lasting hair styling lotion with Colour Livener. Twelve invoiced as ten. Prepack of thirty-six (six of each shade) invoiced as thirty.

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, Essex. Phensedyl cough linctus (125 ml) and Tixylix children's cough linctus (125 ml). Ten invoiced as nine. From September 3 until February 28, 1969.

UNITED CHEMISTS ASSOCIATION, LTD., Ucal Works, Cheltenham, Glos. —

Iodised throat lozenges (Safety First). Twelve invoiced as eleven. Indigestion lozenges (heart-shaped). Twelve invoiced as eleven. Until October 31.

Premium Offers

NICHOLAS PRODUCTS, LTD., Slough, Bucks. Radox new-formulation bath salts. Fivepence off large pack, threepence off medium.

New Metric Sizes

PARKE, DAVIS & CO., Staines Road, Hounslow, Middlesex. Adrenaline chloride solution 1:1,000. Rubber-capped vial of 30 mls (parental) (replaces vial of 1 fl. oz.).

Competitions

A.E.G. (G.B.), LTD., department PGM, 27 Chancery Lane, London, W.C.2. In a Wotan award scheme open to retail chemists September 1 to December 31, prizes are being awarded on a points system in relation to sales of Ultra-vitalux and Theratherm health lamps. Prizes are a non-automatic and automatic toasters. Perfect dry iron, spin dryer SD 35/28 and Telefunken tape recorders, all current AEG/Telefunken models carrying the usual guarantee. On another page appears a coupon on which to apply for full details.

REVLON INTERNATIONAL CORPORATION, 87 Brook Street, London, W.1. Winner in recent window display competition held in Boots branches was the company's branch in Knightsbridge, London, S.W.1.

Discontinued

BAYER PRODUCTS Co., Winthrop House, Surbiton, Surrey. Plaquenil tablets. Pack of 500.

TO PRICE LIST USERS

Owing to a misunderstanding with the printers, "This Week's Changes" in the Cumulative Price Changes supplement pages include last week's also. Any inconvenience to users is regretted, but next week everything should be back to normal. In the meantime, too, the September issue of the Quarterly Price List should be in subscribers' hands.

MANUFACTURERS' ACTIVITIES

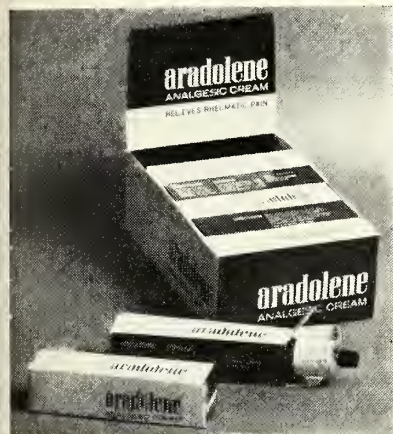
Makers' Pact with Scottish Co-ops.

—A new trading agreement now finalised between the Scottish Co-operative Wholesale Society and Beecham Products (U.K.) division provides for the fast routing of orders and deliveries from manufacturers via S.C.W.S. depôts to Co-operative societies. It includes a price agreement on a bulk order basis which will ensure that all Scottish societies may buy Beecham toiletries on the most favourable terms possible from the S.C.W.S. Mr. C. M. B. Atkinson (Beecham Products national accounts sales manager, Newcastle upon Tyne), said that with the new terms "Scottish co-ops may stage competitive toiletry promotions with products at really attractive retail prices." Arrangements have also been completed for Beecham toiletry brands to be featured in two forthcoming promotions in the S.C.W.S. centenary "Come Co-op. Shopping" programme Macleans regular and spearmint toothpastes, standard and large packs, will be featured at "deep price cuts" from October, for three weeks.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

Now Generally Available.—Aradolene analgesic cream, introduced to the medical profession by Radiol Chemi-



icals, Ltd., Stepfield, Witham, Essex, in February, is now available to chemists in 1-doz. "dispenser."



IN NEW PACK: Recently redesigned container in which Normacol (standard) is issued by Norgine, Ltd., 26 Bedford Row, London, W.C.1. [Corrected note].

VETERINARY SPECIALITIES

Intramammary Injection.—Manufacturers and distributors of a Mammiject intramammary injection are Brian G. Spencer, Ltd., Carlton House, Mere Green Road, Four Oaks, Sutton Coldfield, Warwicks. The product is indicated in streptococcal, staphylococcal and coliform mastitis, including cases resistant to penicillin, streptomycin, and other antibiotics. Each 6-gm. disposable syringe of Mammiject contains 300 mgm. of nitrofurazone, B.Vet.C., and 1.75 gm. of dapsone, B.Vet.C., in an oily base that readily penetrates the udder tissues. The syringes are sent out by the makers in a carton of twelve (30s.).

COSMETICS AND TOILETRIES

Lipsticks Reformulated.—Germaine Monteil, 2 Old Bond Street, London, W.1, have reformulated their super Lumium lipsticks, which is now offered in fifteen shades. Claimed to retain their colour without change. The lipsticks (14s. 9d. each) are creamy in texture and "luminous." A distinctive case has been designed for them.

New Colours and Moisture Film.—A range of six brilliant lip colours, "New Vivids" (10s. 3d.) has been launched by Elizabeth Arden, Ltd., 25 Old Bond Street, London, W.1. The colours are "Vivid" red, pink, flame, bronze, violet and crimson. To use with them are a new gloss stick (10s. 3d.), new creamy powder eye Shado clear Celadon (pale grey-green) and clear pink (almost white), each 22s. and, for the finger nails, new "Vivid" nail lacquers (10s. 9d. each). Another new Arden pack is Velve moisture cream in new lightweight purse size (17s. 6d.).

An Enamel for the Teeth.—Described as unique, Pearlie white tooth enamel "not a tooth-paste" can be painted on in seconds giving what is described as a natural white finish. Every three to four days it is conveniently touched up. Makers are Booth Elliott & Co., Ltd. (Department C.D.), Royal London House, High Street, Beckenham, Kent.

Relaunch in New Bottle.—"Outstanding success" with the new bottle for Sunsoft shampoo has led F. W. Hampshire & Co., Ltd., Sunnysdale, Derbys to relaunch their almond hand cream in the same pack. The new bottle (1s. 11d.) holds 66 gm., making Super-soft hand cream, say the makers, only half the price of some of its competitive products.

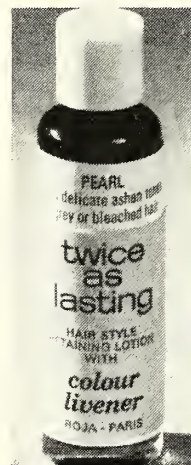
"Eye-catching" Autumn Colours.—As 1968 autumn colour combinations Chesebrough-Pond's, Ltd., Victoria



Road, London, N.W.10, have introduced in their Cutex series a new idea: to use a dark nail polish with paler toning lipstick or vice-versa. The new Cutex "Toners" for the purpose are

damson and damson cream lipsticks or, for girls who do not use the darker shades, Wild Strawberry ("a clear vibrant red") and Strawberry Mousse ("a gleaming rose pink") each 6s. 6d.

Now With Colour Livener.—From September 1 Twice as Lasting "hair-style



retaining lotion" (2s.) (L'Oreal's styling lotion) is being issued with "Colour Livener" by the manufacturer, Golden, Ltd., Berkeley Square, London, W.1. In other words it is now incorporating a colour rinse lasting from one shampoo to the next. There are five shades (brown, auburn, ash, pearl and matt silver), plus a gentle lightener to bring up natural hair, "just that little bit fairer."

Plum Shades for Autumn.—A collection of "cosmetic plums" has been introduced by Lenthéric, Ltd., 17 Old Bond Street, London, W.1, to suit the purple-red shades that are being widely used in fashions during the Autumn season. The collection has been given the name "Plum Crystallised" and the products include Hedge Rose foundation shade ("with a soft blush of

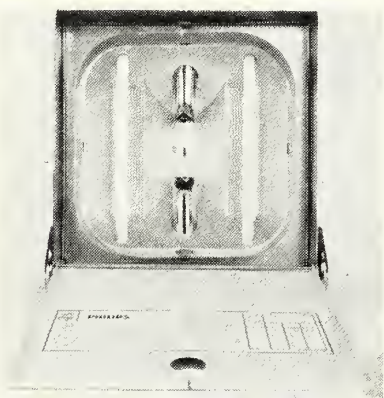


IN CRACKER FOR CHRISTMAS: As an all-the-year-round line, Coolman germicidal after-shave stick is issued by J. Pickles & Sons, 57 Cold Bath Road, Harrogate, Yorks, six sticks to a show outer, but for the gift season it is being sent out packed individually in Christmas cracker (3s. 11d.). Any chemist in the British Isles may obtain on request a show outer of six Coolman plus twelve Coolman Christmas crackers.

warmth") in foundation lotion (11s. 9d.), face powder (10s. 3d.), Matt Magic (12s. 11d.) and Finishing Touch (10s. 3d.); Harvest Rose creamy lipstick (8s. 9d.); Plum Blossom swirl lipstick in deep burgundy (9s. 9d.) with pearlised white highlight blending to a sugar-plum sheen on the lips; and "Gay Greys" twin compact (14s. 6d., refill 7s.) for the eyes. "Gay Greys" are twin-matched smoky grey eye shadows. Silver Smoke, a pale silver pearlised grey; and Wood Ash a mole grey tinged with brown.

SUNDRIES

Combined Health Lamp.—A small compact dual-purpose health lamp, approved by the British Standards Institution, that gives choice of ultra-violet or infra-red rays, is being introduced by Philips Electrical, Ltd., Shaftesbury Avenue, London, W.C.2. Easily transportable, the new lamp (HP3108) (£12 12s.) measures only $3\frac{1}{2} \times 7\frac{1}{4} \times 8$ in. when closed and is elegantly housed in black and chrome with chrome bezel and grey lid, the lid hinged to open downwards in order to



protect the high-pressure mercury-discharge ultra-violet quartz burner and two-coil infra-red spirals that are enclosed within silica tubes. A time-exposure chart for ultra-violet treatment is provided on the inside of the lid and a pair of goggles is supplied (they should always be worn for ultra-violet treatment). A switch setting at the side allows choice of ultra-violet and infra-red together or of infra-red only. The infra-red setting, for heat therapy, gives relief from rheumatism, fibrositis and muscular pains. The makers advise that, though a medical certificate is no longer required before purchase, one's doctor should be consulted before the lamp is used for medical purposes.

Mini Resuscitator.—Currently in factories, offices and homes, at road accidents, swimming pools and other places when immediate aid is required, it is often some time before bulky oxygen apparatus can be brought into use and lives saved. To meet the need for low-cost, compact resuscitation equipment, Respirex, Ltd., Godstone Road, Whyteleafe, Surrey, have developed a range of units that make use of a unique method of storing medicinal oxygen indefinitely and with safety. Smallest oxygen mask in the range (model 2090, £7 13s. 6d.) weighs



only 2 lb. and is capable of providing a constant flow of oxygen for at least twenty minutes, yet is compact enough to be carried in a handbag or overcoat pocket. The unit is designed to be mar-

keted as a standard part of first-aid equipment for homes, schools, small factories, cars, swimming pools, sports clubs, boats, etc. The apparatus is simple to use and resistant to extremes of temperature, most chemicals and ultra-violet light. The model comprises an oval-shaped oxygen storage unit $3\frac{1}{2}$ in. deep, 6 in. long and 5 in. wide and holding 90 litres of oxygen, and soft plastic bellows mask. The mask enables the patient, provided he is still breathing, to inhale oxygen; in emergency oxygen can be forced into the lungs by depressing the bellows over the face. Model IH 200 is intended for use by doctors, factories, stores, etc. It contains 240 litres of oxygen and is supplied in a case complete with a battery resuscitator and mask mounted on a flexible tube. The unit weighs 9 lb.

A CORDLESS-SHAVING BREAKTHROUGH

"Quick" (and a new 12-hour "standard") recharge facilities

WHAT is claimed the first significant advance in the development of electric shavers in recent years comes with the introduction of the Remington Selectronic 800 "quick-charge" cordless model, which can be recharged within minutes. The technological advance is expected to have a decisive effect not only upon the future expansion of the cordless shaver market, but also upon the further development of the rechargeable appliance industry as a whole, which until now has been frustrated by inability to break through the "time barrier" imposed by the normal 24-hour recharging period.

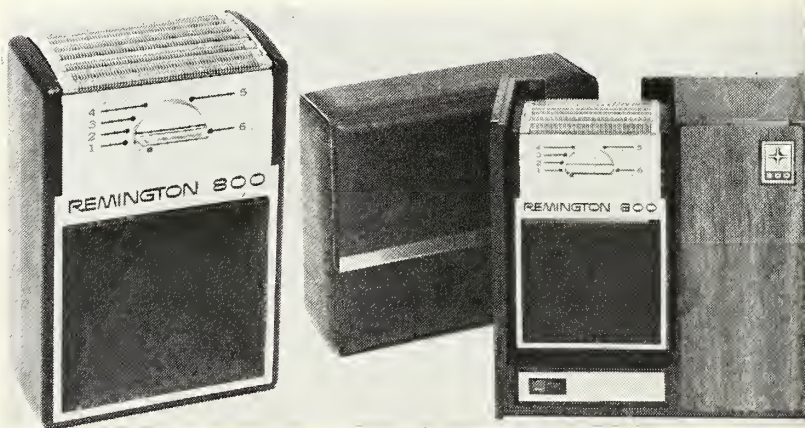
No more need any user of an electric shaver find his instrument slowing to a halt when time is pressing. Within fifteen minutes the Selectronic 800's lost power can be restored to provide a close, comfortable shave. Three hours of accelerated charging gives peak, mains-power operating efficiency for a further 10-12 days before another recharge becomes necessary. With its switch set at normal charge position, the shaver recharges completely in twelve hours for everyday needs. The "quick-charge" position (indicated by the appearance of a red square on the stand) provides fast full charge in only three hours. With the charge switch at normal charge position it may be per-

manently connected to any 90-240 volt alternating current without danger of overcharging.

The new shaver incorporates the exclusive Remington dial-adjustment system (raising the three twin shaving heads in precisely controlled steps) to offer a choice of four shaving positions for every combination of skin and beard, with further positions for sideboard or moustache trimming and quick, blow-through cleaning) that is now an established feature of the range.

The Selectronic 800 "quick charge" (£18 18s.) is supplied complete with shaver holder and travel pouch accommodating the shaver, cord and dual purpose charger.

The 800 model is the latest in a successful series. First to reach Britain in 1961 was the trend-setting Remington Lektronic, which required a separate and bulky charging unit. Sales increased by 100 per cent. each year until, in 1965, the Lektronic 1 with miniaturised components, dispensed with the separate charging unit. Early in 1968 the Selectronic 50 brought in the shave-selector dial, modern styling and a charging console that needed no plug-in charging cord. Sales continued to record a regular 100 per cent. annual increase.



SHAVES AND CHARGING CONSOLE: New Remington Selectronic 800 "quick charge" model cordless shaver. Featuring the Remington shave selector dial, the shaver is supplied complete with wall/table shaver stand and travel pouch. It is recharged in console shown.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

"Personal Anarchy"

SIR,—Anarchy is a political theory which would dispense with all laws, founding authority on the individual conscience. However the consciences of all individuals are not in agreement, which means that law is essential. In the National Health Service contracts which we have signed the regulations are legally binding, and refusing to comply is a personal anarchy. This is my point [in reply to "Sir Pressed" (C. & D., August 24, p. 166)]. We may negotiate for alteration in terms, and I do not mean cheese paring. The alternative is to resign from our contracts. Such a decision is useless if not unanimous, the vested interests of non-pharmaceutical shareholders both in small companies and in large public concerns precludes this. If the Government were faced with wholesale resignation, or if pressed too far in demands for increased remuneration, it might well make the decision (once taken then irreversible) to provide a salaried pharmaceutical service for the country. I may be wrong, and if so please tell me so, but this would not be in our best interests. We would then be negotiating for a salary on a Whitley Council scale. Did you see the salary offered to a pharmacist this week at a health centre—£1,087 rising to £1,366? Well I prefer to keep my independence and my ability to serve the public in the way I know. I cheered the failure of the Pharmaceutical Society to win the case against Dickson (only deploring the ghastly waste of money on appeals which were doomed to failure) for with this failure comes our ability each to run our business and to serve the public in the way best suited to us, and financially rewarding. Negotiate with the Government and strike the best bargain possible with the avowed intent of the Government to economise. If you do not like what I have to say you don't have to vote for me, but thousands will. Finally, it was no idle suggestion that the Council participate. It must take an active lead in the interest and the need of by far the largest section of the membership. I will always press for this.

E. LUCAS SMITH, B.Pharm., F.P.S.
Slough, Bucks

Why Charges Go Up

SIR,—I was impressed, if that is the correct choice of word, with a display card issued by the National Hairdressers' Federation for its members. It was headed — "INCREASES IN PROFESSIONAL SERVICE CHARGES are caused by" followed by no less than sixteen. In order they were: Devaluation, selective employment tax, higher National Health contributions, higher transport costs, increased purchase tax, increased rates on business premises, redundancy fund contributions, increased postal charges, increased licence

duties, increased Customs duties, higher water rates, withdrawal of investment allowances, increased gas and electricity charges, increased new National Training Board levy, corporation tax, graduated pensions. Those very same factors apply equally well to pharmacy, but we are powerless to pass on one penny of these continually increasing burdens and they must perforce come out of the net profits of the proprietor. In fact the Board of Trade, the Prices and Incomes Board and the Monopolies Commission are hell-bent on reducing even our existing retail margins. In addition to all the above impositions I was warned when my stock was valued on March 31, that I would require £1,700 of additional capital to replace the same stock when sold, in order to finance the purchase tax levied in the last Budget. Just where does the extra money come from to support all these governmental financial stratagems? Retailers are indeed getting the dirty end of the stick. Are they to be continually the whipping-boy for financial policies that miscarry?

G. V. SEANOR,
Haywards Heath

Pharmacists Don't Count

SIR,—Reference the letter "Rudeness by Representatives" from "Disgusted" (C. & D., August 17, p. 144), may I say that I agree wholeheartedly with his sentiments. Having served for fifteen years as a medical representative and recently resigned over ethical matters I have seen a gradual deterioration. The industry has become an *anti*-pharmaceutical industry — and qualified representatives, instead of being sought, are avoided. Bright super-salesmen no longer learn the basic facts, but detail with wads of "reports" and advertising material heavily underlined in red ink. Retail and hospital pharmacists are considered fools who have to be tolerated. When a doctor has been "sold" on a product pharmacists have no say in the matter but must supply. They cannot influence the most important thing — sales. Terms to chemists matter little nor, if the terms have to be adjusted, does it matter if they become less favourable to the wholesaler and retailer. If a product becomes out of date, that is by bad stock-keeping of the distributor and there is no need to be "helpful." What is perhaps even more alarming is that we pharmacists are considered to be in league with these people. It reflects on our own professional status.

"A HAS BEEN"

Questionnaire on Prescription Charges

SIR,—In order fully to assess the effects of the recently imposed prescription charges and put forward pharmacists' views on the subject to the appropriate quarters, the Salaried Pharmacists' Union is conducting a survey, by

means of a questionnaire, and cordially invites any pharmacist who has not yet participated to submit answers to the following questions to the S.P.U. general secretary, 51 Ashburnham Grove, London, S.E.10, as soon as possible:—

- (1) Type of pharmacy (independent, Co-operative, or multiple)
- (2) Type of location (town centre, residential, village)
- (3) Number of staff (a) qualified, (b) unqualified
- (4) Proportion of N.H.S. receipts to total turnover
- (5) County
- (6) Number of prescriptions dispensed July 1967.
- (7) Number of prescriptions dispensed July 1968
 - (a) 2s. 6d. payable;
 - (b) Exempt payment
- (8) Estimated additional time spent in explaining regulations.

Naturally all information will be treated as strictly confidential and the results will be given only in statistical form. The name and address of the premises need not be given, but the county is requested in order to assess local variations.

DOUGLAS GIBSON,
General Secretary,
London, S.E.10

Savings in Postage Charges

SIR,—The writer is astounded to read the article on p. 128 of your issue of August 10, in which a spokesman for the General Post Office claims that savings can be made from September 16 in postage charges. The article indicates that the Post Office handles some 24 million letters a day so, apart from any savings, the writer contends that, seeing that postage rates are going up from threepence to fourpence and from fourpence to fivepence, instead of a saving of £6½ million being effected, an extra cost to the nation of £32,200,000 is resulting. How anyone can write to claim that savings are being effected the writer is quite at a loss to understand, and puts forward this point for further thought and perhaps comment.

A. HIRST, Director,
THORTON & ROSS, LTD.,
Linthwaite, Huddersfield, Yorks

[Nobody supposes that the new charges in general are not raised. The G.P.O. spokesman was understandably putting them forward in the best light. We might disagree with him in detail but we hoped his article would stimulate readers to examine carefully the precise nature of the new provisions and their own real postage needs, so that not every letter went out as if it necessarily demanded delivery next day. Some must, of course, but the increase to any individual or company need not by any means amount to the number of letters sent out multiplied by the difference between present letter rate and new priority rate.—EDITOR.]

Retained Prescriptions

SIR,—With reference to your Leader "Two Years from When?" (C. & D., August 17, p. 145), I feel that the Hampstead pharmacist should not expect too much sympathy. Any pharmacist should know that S4 prescriptions must be retained if not marked "to be repeated." I often receive scripts for "twelve packs" of "pills" that have been partly dispensed and returned to the customer, sometimes by three or four chemists, so that the practice must be widespread. Personally I encourage customers to leave all S4 scripts with us, as it is more convenient all round. That must be acceptable to the customer, as our file now contains several hundred "live" prescriptions and grows almost daily. We inform the customer when the last supply is reached, and give an appropriate blank prescription form with patient details and doctor's address already typed in, to take for signing. We cover your penultimate paragraph, where a prescription calls for a single large quantity, by informing the customer that we have dispensed the whole of the prescription, but will retain, for collection and payment at their convenience, any they do not wish to take at once. The prescription is, of course, retained and marked "not to be returned." Other customers are informed when they leave the script that it will be returned to them at any time if they wish.

C. A. PICKFORD,
Grantham, Lincs

Prescription Declarations

SIR,—I see from the latest amendment to the Drug Tariff, on page 10, that patients claiming exemption from charges on form EC10 must complete the declaration on the back, but a dispensing doctor is allowed to accept an oral declaration of exemption from the patient or his representative. An indication on the form by the doctor that the patient is exempt from paying is presumably accepted by the Pricing Bureau and/or Ministry of Health. What a reflection on our pharmaceutical profession that the doctor's word can be accepted, and ours cannot! And think of all the discussions with the patients, the pens for them to sign with (and take away?) the explaining of the declaration that these doctors do not have to put up with. Another point to be taken up when "they" redesign the EC10's: the forms used in Inner London state on the back (the bit the patient never reads!) that "any necessary container or bottle will be supplied by the chemist." What ever happened to that bit that requested the patient to "return the bottle to the chemist in a clean condition"?

H. J. SILVER
London, E.8

Congratulations from Guyana

SIR,—The members and officers of the Pharmacy and Poisons Board of Guyana, South America, take this opportunity to send you sincere congratulations on THE CHEMIST AND DRUGGIST [Year Book] reaching one hundred years of service to the pharmaceutical profession and industry. Over the years we have always found your

Diary and Year Book as well as the C. & D. weekly full of information which we have from time to time taken the opportunity to follow. May THE CHEMIST AND DRUGGIST continue to serve the profession of pharmacy and the public is our fervent desire.

G. E. CARTER, Registrar,
Pharmacy and Poisons Board,
Brickdam, Georgetown,
Guyana

Filling a Council Vacancy

SIR,—Mr. J. B. Grosset is a man who has given many years of devoted service to pharmacy. I was elected to fight his ideals and those of his friends which, I believe, most pharmacists are now coming to realise have been the utter downfall of our profession. But he was the runner-up at the last Council election, and in a proper democracy he, not an "outsider" should have taken my place. He refused. The next man should then have been co-opted, and so on. The wishes of the electorate have thus been ignored. I note that Mr. Lees, the newly co-opted member, is a consultant to the Ministry of Defence. Could he persuade them to give pharmacists commissioned rank? At present any university graduate can get it—but not as a pharmacist!

JACOB LEVY
Salford, Lanes

Not Quite as Intended

SIR,—One of our branches has drawn our attention to the enclosed prescription, and we wonder if it would

*have penicillin bandage
for bacteria with
elastic edge.*

be of interest to your readers. We think it self-explanatory.

HOLTS CHEMISTS, LTD.,
Oldham, Lanes

Big Gun, Small Shot

SIR,—Apparently Mr. Vaughan has retired from this verbal battle (see Mr. Blum's letter, C. & D., August 17, p. 144) and the Chemists' Action Group have now brought their big gun to bear. But what small shot he fires! I would remind Mr. Blum that it is not my position that is in question but that of his group, for it was they who called for action. I merely asked what action, other than that already taken by the Central Contractors Committee, the group would be taking. I repeat the question, Mr. Blum. What action?

I. M. FARR,
Cleaton Village, nr. Sunderland

That Sets the Seal on It

SIR,—A correction to the National Health Service Charges leaflet ordered every chemist in the country to "insert on p. 7, opposite the signature, on the left-hand side of the page, (L.S.)." On inquiring from the Minister of Health

the meaning, if any, of this addition I was informed, after the usual three weeks' delay, that (L.S.) stands for "locum sigilli, the place of the seal" which is placed by the signature on the original statutory instrument. Well, really!

G. W. NEWLING,
Farnborough, Kent

Contribution Overlooked

SIR,—When your correspondent E. C. Tenner praises the National Pharmaceutical Union Executive and staff for dealing with the Prices and Incomes Board over "patent" medicines, he appears to have overlooked the fact that forty-four retail establishments were visited by officers of the Board. I was one of them, and we must also have played a part, no matter how small. Those visits were made during the first week of the reimposition of prescription charges.

DESMOND J. MAHER,
Liverpool, 5

Explanation Please

SIR,—Have you noticed that the list price of 48 Codis tablets has recently been reduced from 7s. 5d. to 7s.? Jolly good show, one would think. But have you noticed any change in the cost price? If this reduction in selling price (and of profit from 24.5 per cent. to 20.3 per cent.) is the recommendation of the manufacturers I think we are entitled to at least an explanation.

C. R. THEWLIS,
Middlesbrough, Yorks

Final Offer

SIR,—I still have a few hundred really excellent seedlings for eucalyptus trees that would like a home, and this is the final offer of free plants for this year.

R. V. OWEN, M.P.S., F.R.H.S.,
Brownlow Park,
Ellesmere, Shropshire

Appreciated

WITHOUT the Quarterly Price List we should have had some sticky moments. Many thanks.—V.H.E.

MAY I take this opportunity of thanking you for past services and congratulating you on the excellence of your paper.—J.H.M.

HAVING sold my business I would like to express my thanks for all your help over the years, especially in the "price" field.—M.V.P.

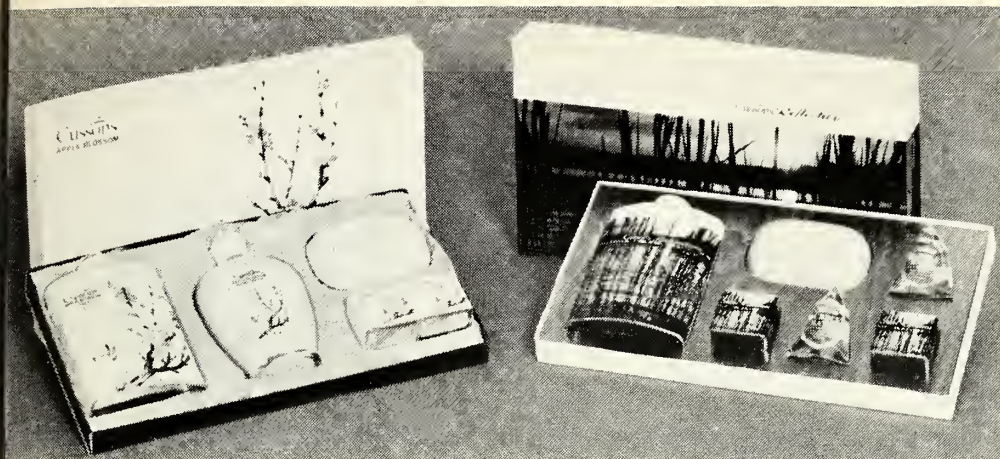
PRESCRIPTION POSER

THOUGH badly written, the prescription here shown may find more solvers than many previously published in this series.

Substitutional
(30) 50mg
Tad.

Look Forward to the Present

TIME



DOWNWARD: LEFT:

Cussons

Apple Blossom gift box (talc, hand cream, soap and bath cubes) 502 11s. 6d. Reflections gift box (talc, beauty soap, two bubble-bath sachets and two bath cubes) 522 9s. 7d.

Reckitt

Six Bathjoys with one lemon and one pink Nulon hand cream 7s. 6d. Six Bathjoys in acetate-topped case 3s.

Factor

Spray mist Cologne in Crystalique decanter. The specially designed wrapping is colour-keyed to four fragrances (red for *Primitif*, gold for *Hypnotique*, blue for *Electrique* and orange-gold for *Exuberance*). *Primitif* 23s. 7d., *Hypnotique* 24s. 8d., *Electrique* 22s. 2d., *Exuberance* 28s. 8d.

Morny

Gaily coloured treasure chest containing one large transparent-wrapped oval soap. Available in Lily of the Valley, Pink Lilac and Sandalwood 7s.

RIGHT:

P & M

Left: Gigi coffret containing talc and hand cream 12s. Right: Coffret containing toilet soap, perfume and frosted stick, all perfumed with Potter & Moore English lavender. 16s.

Factor

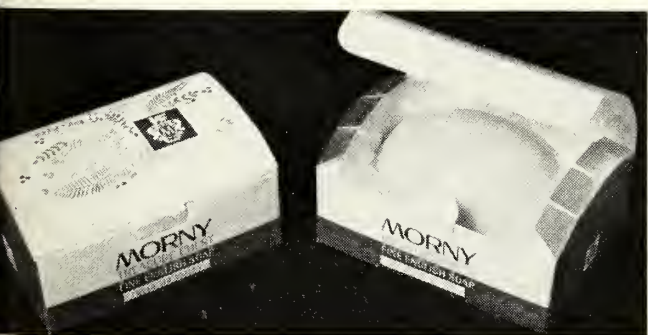
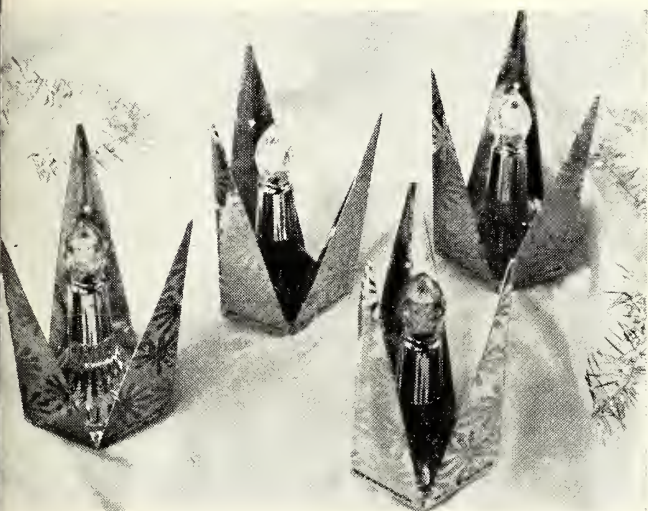
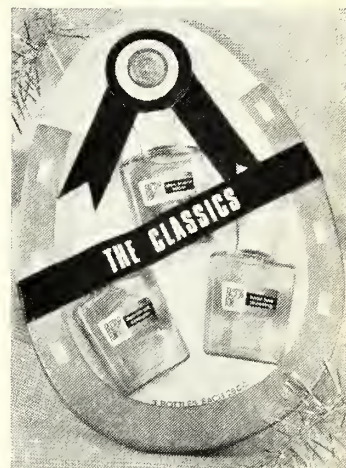
"The Classics," a novelty presentation of three Factor-for-Men grooming aids: deodorant Cologne, after-shave lotion and tonic hair dressing. 11s. 1d.

Colton

Single flasks each holding 2 oz. of one of the nine fragrances in Nine Flags series of shaving Colognes. Supersedes previous 4-oz. flask. 24s. 6d.

Revlon

Fragrant Trio (Intimate perfume oil, Silk of Intimate and spray mist). 53s.



MANUFACTURERS

TON=Colton Co., 101 Syon Lane, North, Middlesex.

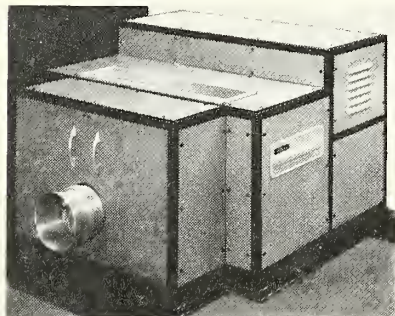
TOR=Max Factor Hollywood and

London (Sales), Ltd., 16 Old Bond Street, London, W.1.

P & M=Potter & Moore, Ltd., Seymour Road, London, E.10.

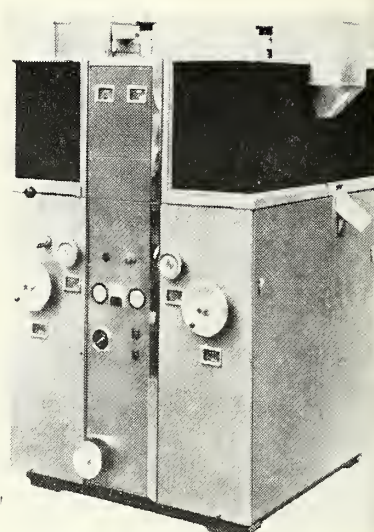
MACHINERY AND PLANT

Continuous Powder Blender.—In the Intrablend continuous powder blending device developed by the process engineering division of G. A. Harvey & Co. (London), Ltd., Woolwich Road, London S.E.17, the material is induced to transfer from the helical grooves of an inner rotor to the contra-helical grooves of the outer rotor, the rotors being concentric. Transfer is effected by complementary taper of the grooves on the two rotors, causing the material to be gradually transferred from inner to the outer rotor over the whole



length of the taper. Rotation of the outer rotor ensures that mixed material is transported to discharge without compaction within the mixing zone. The mixing action is a combination of shear, convection and dispersion (the Intrablend is claimed unique in utilising all three in its mixing action) with no heat development. An additional feature is the provision of up to eight volumetric feeders, each with its individual feed hopper designed to be attached direct to the machine and powered from the main drive unit. The Intrablend is easily adapted for automation and is also available as blender only.

"World's Fastest" Tablet Machine.—Designed for sustained production of 10,000 tablets per minute, the new Ultra Press double-sided rotary tablet machine offered by the Stokes Division at Pennsalt, Ltd., Camberley, Surrey, is claimed the world's fastest. It is also, according to the company, the most functional and versatile machine of its type, having a wide variety of feed systems, compacting stations and range of compacting pressures. Attractive



tively styled the machine features a new patented ejection system. All its components are easily accessible for rapid cleaning and maintenance.

5 Million Cosmetic Brushes a Year

A DERBYSHIRE FACTORY THAT PRODUCES FOR WORLD MARKETS

OVER five million cosmetic brushes a year—eyeliners, lip brushes, rouge mops, eye-shadow applicators and complexion brushes, for sale at cosmetic counters, or for use in beauty salons, are now being made in the Brook Mill factory of High Peak Artist and Cosmetic Brushes, Ltd. (a subsidiary of Flexy Brushes, Ltd.) in Glossop, Derbyshire. Specialised goods such as spirit-gum brushes, used to apply false eyelashes, false beards, moustaches and side-whiskers, are also produced.

Valuable sable hair and different varieties of squirrel hair are used to make fine lip and eye brushes, the soft but strong nature of that fine hair allowing the brushes to be shaped to a natural point. Springy Japanese pony hair and shiny black Korean goat hair

are other soft animal hairs used, mainly for making complexion brushes and rouge mops. Soft synthetic monofilaments like Dupon fine nylon and flocked polyurethane foam are amongst the man-made raw materials employed to meet the ever-increasing needs of the cosmetic brush industry.

Different cosmetics and different brush materials require widely varying techniques of manufacture. Some degree of automation has been introduced, especially where synthetic materials are employed, but most of the best cosmetic brushes are still painstakingly made by hand.

Craftsmanship is needed in the production of the brushes because natural hair has a root and a tip as well as a natural curve. Nor is it uniform in

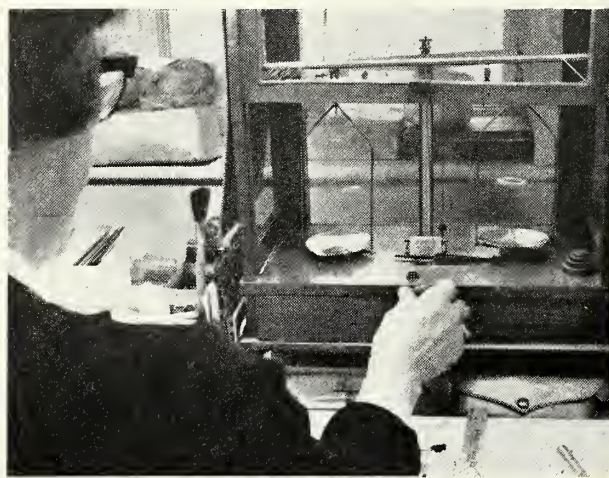
length or diameter. The hair used in each brush has to be meticulously arranged by hand and never trimmed into shape if the natural tips are to be preserved and a perfect brush shape achieved.

High Peak brushes are currently being supplied to most of the international cosmetic houses for use in their own salons and for inclusion in beauty kits.

Most cosmetic brushes are set in a metal ferrule, often gilt or gold-plated. Many varieties of plastic or wooden handles are available, and designs can be produced to customers' specifications, with or without gold engraving of names and trade marks. Different types of packaging, such as protective acetate tubes, are also available.



The best cosmetic brushes are still painstakingly made by hand. The workers become skilled at the process.



Weighing out bristles. Both sable and squirrel hair are expensive (sable about £200 per lb.). Hence the fine balance used for the weighing.



CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

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28 Essex Street, Strand, London, W.C.2

TELEPHONE: 01-353 6565

Insuring One's Keys

INCREASINGLY insurance companies are refusing to provide cover against theft and burglary unless they know what precautions are being taken to prevent unauthorised entry while premises are closed. Quite often they stipulate that, before any policy is issued, an approved burglar alarm shall be fitted. Always they will make sure that there are really adequate locks on the doors.

In one way or another, therefore, a proprietor pharmacist is likely to have to carry around quite a number of keys, taking into consideration also the keys he uses for his own home. What happens if he should be unlucky enough to lose his bunch of keys?

The trouble about losing keys is that seldom is it known where they have been lost. In a great many situations it is not then simply a question of ordering extra keys from the manufacturers, because when that happens there may be the risk that the keys might be traced back to the owner. If that should happen, then the only way to make sure that the security of the premises was not impaired would be to change all the locks to which the keys applied. That could even include the locks of a safe or cash drawer, a car or one's house. It could be a dismayingly expensive operation—and all as a result of simply losing a bunch of keys.

There is, however, a way out of that apparent difficulty. Some insurers will allow an insurance to be taken out against losing a bunch of keys—and the cost is low. The way in which such an insurance operates is that, so soon as the insurance comes into force, the person insuring is issued with a metal registration label for each bunch of keys insured. The label would bear a code number (with no clue as to the owner's identity) plus the promise of a reward (paid by the insurance company) if the keys were handed in at the nearest police station. That promise, of course, increases considerably the chances of recovery if the keys are lost and thus saves both expense and inconvenience.

If, on the other hand, the lost keys were not found, they would be replaced by the insurance company; and if that involved a risk that the owner might be identified, then the insurers would pay for all the locks to be changed—provided always that the insurance had been taken out for a sufficiently high amount.

Policies insuring against loss of keys may be taken out for one, three or five years. The longer the term chosen, the greater the saving in premium. Insurance should be taken out for each *bunch* of keys; the number of keys on the bunch does not matter except, of course, that it will have a bearing on the sum to be

insured for that particular bunch. Premiums range from 5s., covering one bunch of keys for only £25 a year, up to £2 14s., covering a bunch for £100 for five years. All in all, insurance is a relatively cheap way of taking much of the risk out of carrying about bunches of keys.

Converting Machines to Decimal

WHEN the Report of the Committee on Decimal Currency was published in 1963 the Committee hoped that the machine conversion programme could be completed "within two years." They also estimated that five million machines would be affected. The Decimal Currency Board which the Government set up to co-ordinate the preparatory work and help towards a smooth transition to the new currency, in its first annual report (*C. & D.*, July 20, p. 45), warns against the assumption that the period will be as long as two years and in fact now says it will not exceed 18 months.

No country turning over to decimal currency has taken as long as estimated. Australia's two-year estimated period was cut to less than 18 months; New Zealand originally planned for 18 months and has just completed the operation in 10½ months.

There were zoning schemes in Australia and New Zealand, where the main populated areas are scattered and it was possible to convert all of the machines involved in each, stage by stage. That is not the position in the United Kingdom. Moreover, zoning in both countries was geared to a compensation scheme: there will be no general scheme of compensation in the United Kingdom. Nevertheless new equipment will attract the normal capital relief and conversion of machines will rank as a revenue expense for taxation purposes.

During the changeover period both currencies will be legal tender but the Board warns that it would be wrong to assume that the old coins will be freely available. Fairly quickly there will be a greater chance of the public having decimal bronze coins in their pockets and purses than £s.d. pennies, threepenny bits and sixpences.

Although an 18-month period has been dictated after consulting machine companies, demand by retailers coping with dual currency is likely to be for a quick shedding of the old currency. As a result the demand on the engineers will be great.

It is therefore in the interests of all to see the makers of their business machines soon to make arrangements for their conversion or exchange and, when the task is eventually completed, to consult one's auditor to make sure that the full allowances are obtained.

Overseas Trade in Pharmaceuticals

THE value of United Kingdom exports of pharmaceutical and medical products during July (£6.68 million) fell short of the monthly average for the first half of the year by £820,000. If to the July total exports of surgical dressings are added, as classified under division 54 of the Overseas Trade Accounts (H.M. Stationery Office, price 30s.), the value is raised to £7.33 m., the lowest monthly figure since November 1967.

A breakdown of exports and imports for the division is given in the table overleaf.

Shipments of medicinal and pharmaceutical products to Australia during July were valued at £461,000 and those to the Irish Republic at £411,000. Switzerland

EXPORTS	£'000		£'000		£'000
Vitamins, bulk	328	Organotherapeutic glands, etc., bulk	50	Sulphonamides, bulk	93
products	106	" products	9	" tablets	56
Antibiotics				" other products	47
Penicillin, bulk	69	Sera and vaccines	203	Proprietary medicines	2,097
" injections, tablets, oint-		Aspirin, bulk	60	Unclassified medicines	1,247
ments etc.	427	" products	38	IMPORTS	
other antibiotics, bulk	401	Antihistamines products	65	Vitamins	170
" products	525	Antipaludics products	60	Antibiotics	32
Alkaloids, bulk	171	Barbiturates, bulk	28	Alkaloids	89
" products	13	" products	21	Glycosides, glands, sera, vaccines	46
Hormones, bulk	101	Ointments liniments*	97	Proprietary and veterinary medicines	727
" products	530	Surgical dressings	649	All other	42
Glycosides	24			* not specified elsewhere	

(£327,000) and France (£295,000) were the next highest. Sales to the United States were worth £150,000 but imports from that country were worth over double

the figure. Exports to Western Germany at £181,000 were also exceeded by imports, in that case to the extent of £124,000.

HOSPITAL PHARMACY FORUM OPEN LETTER TO SIR NOEL HALL

DEAR SIR NOEL,—Your appointment to chair the working party which the Minister has constituted to investigate pay and career structure in the hospital pharmaceutical service has been warmly welcomed by hospital pharmacists everywhere. You are, of course, no stranger to this sort of job. About ten years ago you chaired the committee that reported on the grading structure of hospital administrative and clerical staff and your report, published in 1957, sparked off reforms that have since transformed career prospects in hospital administration.

Called in at a late stage

You have now accepted what may well prove to be an even more onerous task. The hospital pharmaceutical service has been bleeding to death for many years. All sorts of palliatives have been prescribed, but so far none of them has had any significant effect. You are now in much the same position as the doctor who has not been called in until the patient is about to expire.

You will no doubt be presented with incontrovertible evidence of a serious shortage of pharmacists in the hospital service and, even if you conclude that the problem could to some extent be solved by a more efficient deployment of existing man-power resources, a long-term solution will clearly require a more fundamental approach. You will have to bear in mind the fact that the hospital service provides employment for only about 5 per cent. of pharmacists. The pharmaceutical industry employs about twice as many, but most of the remaining 85 per cent. are engaged in general practice, either as proprietors or as employees. In consequence there can be no escaping the fact that the hospital service must compete for staff with the private sector, where salaries are largely determined according to the law of supply and demand.

The commencing salary of a newly registered graduate pharmacist entering the hospital service is presently £1,112 per annum, a rate that compares not unfavourably with the initial salaries of other graduate staff, including doctors. So far as initial salaries are concerned it can therefore be concluded that the hospital service does not treat the pharmacists any less favourably than other graduates of equal academic status.

In the general practice of pharmacy, however, initial salaries are very much higher. At the present time a newly registered pharmacist will find no difficulty in obtaining a post at around £1,800 per annum, a figure very much in excess of the usual commencing salaries earned by graduate staff employed in industry and commerce. Nevertheless it is a direct result of the operation of the law of supply and demand and must therefore be accepted as one of the facts of life. To the newly registered pharmacist considering the choice of a career the high initial salary in general practice

represents an obvious attraction; to a man who is contemplating marriage and the raising of a mortgage it is well nigh irresistible.

It will, no doubt, be suggested to you that the problems that now beset hospital pharmacy could all be solved by an 80 per cent. increase in pay, but being a realist you will know that such a course of action would provide nothing more than a temporary solution. Any significant falling-off in recruitment into general practice would immediately bring the law of supply and demand into operation and in a relatively short time, we should be back where we started. Furthermore if the Minister decided to compete for pharmacists on a £-for-£ basis with general practice he would immediately find himself faced with a demand for parity from other graduate staff employed in the hospital service. The medical profession, for instance, would be unlikely to accept a position in which a newly registered pharmacist was paid a salary equal to that of a registrar in his third year.

There is, however, an alternative possibility. The pharmaceutical industry, like the hospital service, employs graduates in many disciplines and, again like the hospital service it cannot pay pharmacists at a higher rate than other graduates of equivalent academic status without inviting trouble. In consequence the pharmacist who takes a scientific post in an industrial laboratory usually starts at a salary of around £1,000 per annum. The same rate would apply to graduates in other disciplines.

Although the pharmaceutical industry makes no attempt to enter into direct competition with general practice it is able, not only to get all the recruits it needs, but to skim the cream from the final-year classes. Why is a newly registered pharmacist willing to accept a post in industry at a salary of something like half that which he could earn in general practice but unwilling to make a similar sacrifice to join the hospital service? If that question can be satisfactorily answered it may provide the solution to the problem with which you are now grappling.

Career Prospects the Crux

Almost certainly the answer can be summed up in the words "career prospects". Although the general practice of pharmacy pays high initial salaries, career prospects for the pharmacist who does not wish to become a proprietor are relatively poor. At twenty-two or twenty-three he may be able to earn £1,800 per annum, but he must consider himself fortunate if he is earning £2,500 per annum ten years later and £3,000 per annum when he retires. On the other hand the able and ambitious pharmacist who joins the pharmaceutical industry may earn only £1,000 per annum at twenty-two, but by hard work and the exercise of initiative he should be able to double that figure in a few years. After

that he will be in direct competition with graduates in other fields for the better paid posts, but to the able man even the managing director's chair is by no means entirely out of reach. Top salaries in the industry are a closely guarded secret, but it may fairly safely be assumed that, for a pharmacist who is not interested in becoming a proprietor, it offers the best, if not the only, path into the surtax bracket.

The hospital service, however, offers the worst of both worlds, namely the relatively low initial salaries available in the pharmaceutical industry and the poor career prospects of an employee in general practice. A young pharmacist who joins the hospital service at twenty-two at a salary of £1,112 per annum can never hope to earn more than £2,850 per annum by the time he retires, and in order to do that he must be successful in getting one of the half-dozen or so top posts in the service. A somewhat larger number may reach just less than £2,500 per annum, but for the large majority a maximum of around £2,000 per annum must be accepted as the ultimate reward for a lifetime spent in the service. The fact that the chief pharmacist of a large general hospital and the head of a department employing a staff of twenty or more cannot at the end of his career expect to earn significantly more than the commencing salary of a young man who opts for a post in general practice is, I think you will agree, sufficient to deter even the most dedicated.

In such circumstances it is not surprising to find that the majority of hospital pharmacists are women. The present career structure is admirably suited to the needs of young women who, for biological reasons, are unlikely to spend more than five to ten years in the service. In fact it is not easy to name alternative occupations open to women graduates in which total earnings up to the age of thirty would exceed those available in hospital pharmacy. General practice is, of course, an obvious exception, but on the whole it is still largely a male preserve.

You may point out that there are other things in this world besides money, and you would of course be right. It

is not difficult to quote examples of highly qualified people who remain in unremunerative posts because of the intellectual satisfaction they derive from doing a job which, they feel, makes some contribution to the good of humanity. In fact it is likely that the hospital pharmaceutical service would have collapsed altogether if it had not been for the devotion of a number of dedicated men and women. Unfortunately, however, poor pay and career prospects are not the only factors that bedevil hospital pharmacy. Many hospital authorities are still reluctant to recognise pharmacists as graduate staff and the chief or group pharmacist as a senior officer.

Hospitals are, all too often, what the Grosset Committee aptly called an "exclusive environment for doctors" and it is exceedingly difficult, or even impossible, to ensure that a pharmaceutical viewpoint is properly presented at policy-making level. One result is that the practice of hospital pharmacy is still largely conducted in cramped and inconvenient basement accommodation while spacious and well equipped laboratories and departments are springing up everywhere. Worse still, the pharmacist's lack of status imposes a severe disability in claiming a fair share of money allocated for new developments. Departments that have medically qualified heads are in a much stronger position, and in recent years there has been a noticeable tendency for some of them to take over responsibilities that properly belong to the pharmacist. If that trend continues the pharmacist will lose all the more interesting jobs and there will be even less incentive for him to stay in the service.

I hope that I have now said enough to convince you that your patient is in a serious condition. There is, however, still some hope that heroic measures might save him, and your prescription will be anxiously scrutinised by every career hospital pharmacist young enough to make a change. The future of the service is now in your hands and, if you fail, it will be, without any shadow of a doubt, the end of the road.

Yours faithfully, "HOSPITAL PHARMACIST"

NEW BOOKS

Compendium of Pharmaceuticals and Specialities

F. N. HUGHES, PHM.B., B.S. IN PHAR., M.A., LL.D. and G. N. ROTENBERG, B.SC.PHM. (editors). *Canadian Pharmaceutical Association, Inc.*, 175 College Street, Toronto 2B, Ontario, Canada. 9 x 6 in. Pp. 1016. Fourth edition. \$12.50.

THE new edition provides information on branded pharmaceutical products available in Canada. The monographs give a description of the product, indications, administration, contraindications, side effects, precautions and presentation. Also included are a prescriber's guide and therapeutic index, a manufacturer's index and an index listing under non-proprietary names the chemical name and brand names.

British Instruments Directory and Data Handbook, 1968

Scientific Instrument Manufacturers' Association, British Scientific Instrument Research Association and United Trade Press, Ltd., 9 Gough Square, Fleet Street, London, E.C.4. 11½ x 9 in. Pp. 523 + R 137. Eighth edition. 126s.

IN this new edition the bibliography has been replaced by a supplementary list of books published since the 1967 edition, and the measuring-instrument survey features instruments for measuring the parameters thickness, level, density, viscosity, moisture, chemical composition and colour. The directory and buyer's guide sections follow the same pattern as hitherto.

Chemical Synonyms and Trade Names

WILLIAM GARDNER and EDWARD I. COOKE. *Technical Press, Ltd.*, 112 Westbourne Grove, London, W.2. 9½ x 6 in. Pp. 635. Sixth edition. 100s.

IN view of the large number of trade names that have come into existence since the earlier edition was published

in 1948, some selection was necessary in the choice of names to be admitted to the new edition. Special care has been taken to bring the list of trade names and synonyms used in the pharmaceutical industry up to date, and new entries known to be proprietary trade names are distinguished by reference numbers, a key to the reference numbers being given at the rear of the book.

Tablets and Tableting

H. BURLINSON, F.P.S., D.B.A. *William Heinemann Medical Books, Ltd.*, 23 Bedford Square, London, W.C.1. 8 x 5 in. Pp. 80, with twelve illustrations. 15s.

THIS small volume is the eighth in a series of pharmaceutical monographs intended to provide an up-to-date series of short publications for teaching general and specialised topics to undergraduate students of pharmacy and allied subjects. Purpose of the monograph is to present the factors that must be considered in devising a tablet formulation "together with a description of the processes involved in the manufacture and coating of tablets." It achieves its objective admirably in the short space of less than seventy pages. The author writes from a long experience in the manufacture of medicinal tablets for the pharmaceutical industry. The writing is clear, concise and extremely readable. The introduction and the chapters devoted to manufacture of compressed tablets and to the granulation process are full of useful and up-to-date information and advice, clearly presented. The importance of the granulation stage in the preparation of tablets of good quality is suitably emphasised. More examples of the incompatibility of certain medicaments with each other and with additives would be of help to the student. Most teachers of pharmacy would probably prefer their students to make mucilage of starch by pouring a cold aqueous suspension of starch powder into boiling water. The chapter entitled "The

Coating of Tablets" is short and does not reach the standard of the remainder of the book. Minor inaccuracies in the section describing compression coating machines should be noted. In the first type of machine the core to be coated is not held by suction but is merely guided in the transfer cup (foot p. 53), and it is not the cup but a small piston which presses the core from the cup into the bed of granules in the coating eye (top p. 54). The second type of compression coating machine consists of one machine only — a modified rotary press. Cores may be made on any suitable tablet machine or on the coating machine itself. They are collected separately and placed in the hopper of the coating machine, whence they are vibrated into position over the beds of granules in the coating eyes as described. On p. 52, line 6, "ethyl oleate" should read "ethyl acetate" and on page 64 "testing of enteric-coated tablets" (line 3), for "four tablets" read "five tablets." The last chapter describes pharmacopoeial standards of quality and illustrates apparatus for determining degrees of "hardness" and friability. The illustrations throughout are simple diagrams which it would be difficult to improve upon. This is an excellent students' handbook. — D. STEPHENSON.

Grundlagen und Anwendung mikrobiologischer Verfahren

R. SPRINGER. *Wissenschaftliche Verlagsgesellschaft, m.b.H.*, 7000 Stuttgart 1, Germany, Postfach 40. 9½ x 6½ in. Pp. xi + 296. D.M. 68.

ITS subject microbiology as applied to the pharmaceutical and food industries, the book has chapters on the growth of bacteria and fungi (environmental influences, mutation, metabolism, colour formation, luminous phenomena, chemical reactions); on infections (mode of entry of the invading organism into the host, enzymatic processes connected with infection, incubation times, immunity and the formation of antibodies and allergy); on microbiological procedures (sterilisation, preservation, disinfection and chemotherapy), on hygiene; on laboratory methods; on micro-organisms in manufacture (their culture and the extraction of active constituents, preparation of vaccines and sera); and finally on the transformation of steroids by micro-organisms and microbiological processes in the food industry.

Textbook of Organic Medicinal and Pharmaceutical Chemistry

C. O. WILSON PH.D., O. GISVOLD PH.D. and R. F. DOERGE, PH.D. (editors), *Pitman Medical Publishing Co., Ltd.*, 46 Charlotte Street, London, W.1. 25 x 17.5 cm. Pp. xviii + 956. Fifth edition. 130s.

A TEXTBOOK intended for American students of pharmacy who have completed a year's course on "regular organic chemistry." After a brief introductory chapter comes a discussion on the relation of the physico-chemical properties of substances and their biological action. Metabolism and detoxication of drugs and related organic compounds are next described with descriptions of types of metabolic reaction and their application to various classes of organic compounds. The remainder of the book contains descriptions of therapeutic agents and pharmaceutical aids under a number of chemical and pharmacological classifications e.g. hydrocarbons, alcohols and ethers, anti-infective agents, surfactants and chelating agents, anti-malarials, etc. Each section is prefaced by a discussion of the basic principles of the organic chemistry involved and is concluded by a list of references and a reading list.

British Tastes

D. ELLISTON ALLEN. *Hutchinson & Co. (Publishers), Ltd.*, 178 Great Portland Street, London, W.1. 9¼ x 6 in. Pp. 255. 45s.

ANYONE who has worked in more than one part of Great Britain will know of the great product diversity demanded by the British shopper. What sells well in the North may rarely be asked for in the South, with the result that the market and sales executives' lives are more interesting if not more arduous. The author has collected and presented in entertaining form many of those differences by region, giving explanations for the differences. Of pharmaceutical interest is a statement (attributed to a 1965 survey carried out for Aspro-Nicholas, Ltd.), that in the North "much heavier stocking of cough and cold remedies indicates not more colds, but evidently more severe bouts

of sneezing and spluttering." The Welsh, according to the author, "insist on having medicines made up instead of depending on dubious patent medicines. The pharmacists have had the luck to inherit unmodified the veneration once given to makers of magic potions by a people overfond of mystiques. As modern guardians of purity, their profession has none of the mundane, only-too-secular aura normal throughout England: here [Wales] it has an extra dimension, as though half-sanctified. As a result, it is quite exceptionally respectable, and, not surprisingly, grossly overcrowded." The Midland region is described as "one great pharmacopoeia of patent remedies." Tablets are more popular than liquid medicine and the people there "treat their bodies as they treat their machines: all the better for a thorough going-over, with frequent oilings and greasings." People in Scotland prefer to grin and bear their maladies more than any where else. "The taking of tablets is frowned on and the use of throat pastilles is minimal." It is good to know that, however inconvenient for their planners, the "mass-think" effect of television and national newspapers has so far not broken down the age-old differences between the regions.

SHOP TOPIC—10

Good Demonstrations Make Sales

DEMONSTRATING Edison's new chalk telephone receiver in London in 1879 was a red-haired, twenty-three-year-old Irishman named Bernard Shaw. From that work Shaw may well have learnt a little about good theatre, which has three things in common with good demonstration, namely correct posture, clear speech, and visibility to the audience.

Never in your pharmacy should demonstration be regarded as extra trouble — to be avoided if possible. Demonstration, whether complex or simple, plays a significant part in much good selling. John Wanamaker, the United States store chief, remarked that "salesmanship is the art of so successfully demonstrating the merits of the goods and the service of the house that a permanent customer is made."

Interest of Assistants

Intervals in the flow of customers give opportunities for informal practice. All employees could in turn demonstrate an item and all could then join in criticism of the demonstrations. Such practice should be frequent and not a "once-for-all" affair. The occasional model demonstration by a supplier's representative can also stimulate the interest of assistants.

All assistants should be able to give an effective demonstration of every item they may have to sell. They should have rehearsed the demonstration of every major item. In your informal training of employees emphasise that a sale is always the object of every demonstration. That is why the special features to be driven home by demonstration should come from employees' merchandise knowledge. They will usually be among the selling points for that item.

When a selling point is capable of being demonstrated, that should be done as the point is being mentioned. Whether the demonstration is to show how the teat fits on the baby's bottle, how the camera is operated or how the clinical thermometer is read, it can often make the sale. Yet skill in demonstration is often taken for granted instead of being cultivated. That is why, when engaging an assistant, you should watch for aptitude on that side of the work.

Demonstration Requires Action

Your assistant should never say "The cap is easy to unscrew." She should say "Watch how easily I unscrew the cap," meanwhile unscrewing and holding it up between thumb and forefinger. Demonstration requires action: a lecturette is not good enough.

A demonstration must run smoothly. If it does, that will usually be attributed to the excellence of the merchandise. Every demonstrator should ask herself periodically: Can they see me? Can they hear me? Can they see the features I am demonstrating? Am I going too fast? Am I being too technical? Fumbling is unforgivable. The ready and apologetic demonstrator can lose a sale. "I am sorry that I have not made it work very well but I belong to the other counter."

The customer may have given definite indications of preference: in the demonstration the features that match will be heavily emphasised. Your assistant may have picked up a lot of incidental knowledge about a customer

before the demonstration is given. Is she colour-blind or left-handed? Has that any bearing on the demonstration?

You will want your assistants to handle with care the items demonstrated so that they do not have to be sold off cheaply at a later date. An item is also likely to seem more desirable to a customer if treated as if it were valuable.

"You will see that the catch, although easy to work, grips firmly. Now try it yourself, madam." The customer who participates in demonstration and discussion will find it hard to walk out without buying. Demonstrate two or more types so that she asks herself "Which?" not "Whether?"

STANLEY TOWNSEND

BACKLESS BOW WINDOW

"Period" beauty with 1968 efficiency in a Surrey pharmacy

WHEN Mr. T. H. Dolman (Dolman & Briggs, Chemists) decided to modernise the firm's old-established pharmacy at Hight Street, Reigate, Surrey, he thought it would be a good idea to combine tradition with modernisation. Judiciously carried out, the result has been most happy.

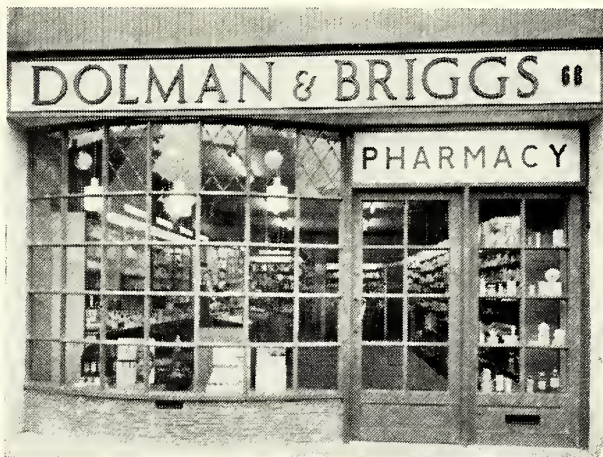
After looking around for a shopfitters he finally chose the Storefitters, Ltd., 149 Hertingfordbury Road, Hertford, and commissioned them to design a bow-window front, to be made entirely in oak. Using only F.A.S. Jap oak, the best of its kind available, they produced the handsome upfront shown.

Hand-cut mitres, framing, sills, etc., are all in the best tradition of the old craftsman, though slimmed down to modern standards.

The stall riser is of fired roofing tiles laid flat and held in white Portland cement. Reveals to the piers are finished with rustic-pattern white briquettes, and step and lobby floor in terrazzo.

In consultation with the shopfitters Mr. Dolman chose the materials for the pharmacy interior: sterculia-veneered lockboard and mahogany. Pelmet, drawer fronts and all leading edges in construction are of sapele mahogany, retaining a semi-traditional appearance with streamlined modernisation of function.

The dispensary, formerly in the shop area, has been housed in a spare room at the rear, making available considerable extra selling space, and the shopfittings were carried through to the door that serves as entrance to the street above, which was also faced and finished in sapele mahogany veneer. The floor was covered with Armstrong's floor tiles.



The pharmacy's "new" frontage in period style.

A false ceiling was constructed to reduce the considerable height of the old shop, and the wall space between the canopy and the new ceiling was covered with V-grooved honey-oak melamine-finished plywood panels. It was the choice of Miss Priscilla Messum, the pharmacist partner in charge, who thought it would give "the real finishing touch" and is, it is understood, more than satisfied with the result. Miss Messum reports also that customers find the new pharmacy most pleasing, while the staff are happy with the much easier working conditions and better facilities for stock control.



The previous shopfront. The lettering was of classical proportions but otherwise there were no special claims to merit comment.

At left: The modernised interior, which compares favourably with the best contemporary shopfitting practice.

NATIONAL PHARMACEUTICAL UNION

Secretary to represent Executive at international meeting

THE secretary of the National Pharmaceutical Union (MR. J. WRIGHT) reported to the July meeting of the Executive Committee that he had received an invitation to participate on behalf of the N.P.U. in meetings in the United States in October of representatives of retail pharmacy from several English-speaking countries. It was expected that representatives from the United States, Australia, New Zealand and Canada would be present at the meetings, the purpose of which was to consider State medicine, the sale and dispensing of drugs by doctors, resale price maintenance and the drift of sales to non-pharmacy outlets. Another reason for the meeting was the increasing exchange between those countries' health authorities of information about methods of payment for pharmaceutical services and the exploration of methods whereby such services could be procured at minimum cost. The Committee agreed that pharmacy should not deny itself the corresponding advantages of pooled knowledge and decided that Mr. Wright should represent the N.P.U. at the meetings.

Work done in presenting material to the Prices and Income Board in connection with the inquiry into margins on proprietary medicines was discussed, and MR. CYRIL JACOBS (chairman) reported that further consideration had been given to the submission of evidence to the Department of Applied Economics, Cambridge (which was carrying out the inquiry at the Government's request) on the effects of selective employment tax. A further letter from the manager of the transportation branch of the Great London Council on out-of-hours deliveries referred to the effect of twenty-four-hour clearways on access to adjacent retail premises. The view of the Council's traffic branch was that, as the Council was obliged to respect a frontager's common law right of access, reasonably good arrangements were being made to enable unloading to take place. Sometimes traffic conditions made it impossible to allow vehicles to be unloaded directly outside a shop. Exempted stretches of road were then provided nearby to minimise the difficulties involved. The Council was reluctant to have clearways on which loading was allowed for just one hour in the twenty-four.

Assistants' Training

It was noted that the Pharmacy Assistants Training Board had decided to negotiate directly with the Distributive Industry Training Board on matters of principle, and had agreed that individual member organisations of the Pharmacy Board should be free to approach the Board direct on matters involving their own members. A meeting of the boards was being arranged.

MR. C. H. SMITH, in presenting the report of the Business Services Committee, confirmed that everything possible was being done to boost the supply of the new-pattern metric weights to members. The Committee

had also considered the supply position in relation to metric dispensing measures. Draft wording for a card "When the Pharmacist is Absent," to be supplied to members in England, Wales and Scotland, was approved. Requests from members for an envelope suitable for returning to patients their "repeat" private prescriptions for oral contraceptives were noted, and it was agreed to investigate the supply and printing position. Plans were agreed for a special offer of adding machines to members in the autumn, and details were approved of a series of decimalisation brochures to be produced by the Retail Alliance for circulation to members of its constituent associations (of which the N.P.U. is one). Among other subjects discussed were paper bands for bundles of EC10 forms, a coupon-recovery service, and a capsule-counting device. The Executive Committee also considered the preparation of notes of guidance for members seeking advice on the planning of a five-day working week.

A report was received about a new scheme launched by the Board of Trade to give cash grants to small companies to help them to improve their productivity. The scheme was being introduced in pilot areas at Bristol Bath and Glasgow, and if successful would be extended to cover the whole country. Companies employing between twenty-five and 500 people would be eligible. The Union would be able to advise members on choice of consultant and to provide further details.

The Committee discussed publicity for KH3 and agreed that questions of stocking and supply were matters for the individual consciences of members.

The N.P.U. would be providing speakers, it was reported, for two series of Scottish Pharmaceutical Federation meetings in October and in May 1969. Information having been received from the Central N.H.S. Committee about the necessity for arranging a conference of representatives of Pharmaceutical Committees in early November, was decided to cancel the N.P.U. meeting that was to have been held in Torquay on October 27. The management seminar in Birmingham would be held on October 2.

APPROVED NAMES

New supplementary list

THE following supplementary list of approved names has been issued by The British Pharmacopoeia Commission. Statements in parenthesis in the second column are based on information by the maker.

APPROVED NAME	OTHER NAMES
Ambenoxan	2-(2-Ethoxyethoxymethylamino-methyl)-1,4-benzodioxan (Muscle relaxant)
Aminorex	2-Amino-5-phenyl-2-oxazoline (Apiquel is the fumarate. Anorexic)
Aptocaine	N-[2-(Pyrrolidin-1-yl)propionyl]-o-toluidine (Pirothesin is the hydrochloride. Local anaesthetic)
*Benorylate	4-Acetamidophenyl O-acetyl-salicylate (WIN 11,450. Analgesic)
Butalamine	3-Phenyl-5-dibutylaminoethylamino-1,2,4-oxadiazole (LA 1221 is the hydrochloride. Vasodilator)
Cafedrine	1-7-[2-(β-Hydroxy-α-methylphenethylamino)ethyl]theophylline (present in Voveran as the hydrochloride. Analgesic)
Clofazimine	3-(4-Chloroanilino)-10-(4-chlorophenyl)-2,10-dihydro-2-isopropyliminophenazine (Lamprene. Treatment of leprosy and tuberculosis)
Dacuronium bromide	2β,16β-Dipiperidino-5α-androstane-3α,17β-diol 3-acetate dimethobromide (Neuromuscular blocking agent)
Daunorubicin	An antibiotic produced by <i>Streptomyces caeruleorubidus</i> (13057 R.P.)
Dexpropranolol	(+)-1-Isopropylamino-3-(1-naphthyl)propan-2-ol (Treatment of arrhythmia)
Diprenorphine	N-Cyclopropylmethyl-6,7,8,14-tetrahydro-7a-(1-hydroxy-1-methylethyl)-O ⁶ -methyl-6,14-endoethenonormorphine (M.5050. Antagonist to narcotic analgesics)
Dofamium chloride	2-(N-Dodecanoyl-N-methylamino)ethylmethyl(phenyl-

APPROVED NAME	OTHER NAMES
	carbamoylmethyl(ammonium chloride (Desogen. Antiseptic)
Famprofazone	4-Isopropyl-2-methyl-3-[N-methyl-N-(α-methylphenethyl)-aminomethyl]-1-phenyl-5-pyrazolone (Present in Gevodin. analgesic; antipyretic)
Fetoxylate	2-Phenoxyethyl 1-(3-cyano-3,3-diphenylpropyl)-4-phenylpiperidine-4-carboxylate (R 13,558 is the hydrochloride. Treatment of diarrhoea)
Formocortol	3-(2-Chloroethoxy)-9α-fluoro-6-formyl-11β,21-dihydroxy-16α,17α-isopropylidenedioxypregna-3,5-dien-20-one (Topical corticosteroid)
Hexobendine	1,2-Di[N-methyl-3-(3,4,5-trimethoxybenzoyloxy)propylamino]-ethane (Coronary vasodilator)
Levamisole	(-)-2,3,5,6-Tetrahydro-6-phenylimidazo[2,1-b]thiazole (Ketraz. Anthelmintic)
Nadide	Nicotinamide adenine dinucleotide (Enzopride. Antagonist to alcohol and narcotic analgesics)
Oxolinic Acid	5-ethyl-5,8-dihydro-8-oxo-1,3-dioxolo[4,5-g]quinoline-7-carboxylic acid (Antiprote agent)
Pimozide	1-(1-[4,4-Difluorophenyl]butyl)-4-piperidyl-benzimidazolin-2-one
Profadol	1-Methyl-3-phenyl-3-(4-hydroxyphenyl)pyrrolidine (A 2205 and CI-572 contain the hydrochloride. Analgesic antitussive)
Theodrenaline	7-[2-(3,4,β-Trihydroxyphenethylamino)ethyl]theophylline (Present in Voveran as the hydrochloride. Analgesic)
Tyformin	4-Guanidinobutyramide (HL 523 and Augmentin contain the hydrochloride. Oral hypoglycaemic)

*Benorylate replaces the approved name Fenaspate

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, AUGUST 28: Price changes were fairly widespread among SPICES during the week. CARDAMOMS were dearer by 2s. to 3s. per lb. as to origin. Forward rates for CINNAMON were also sharply up as were those for various GINGERS. The upward trend in TURMERIC of the last two weeks, however, was halted. CLOVES were quoted at 9s. per lb. after business was reported at 8s. 6d.; that was nearly three times the value ruling a few weeks ago. Elsewhere in CRUDE DRUGS ERU BALSAM rates were adjusted. GENTIAN and DANDELION ROOTS were dearer because of shortage. Costa Rican PECACUANHA and JALAP were lower but KOLA NUTS, being in demand, were slightly dearer. A report from Tuticorin states that good quality SENNA LEAVES continue to arrive at the warehouses, but the volume of PODS is slightly below the estimated quantity. Shipments of Tinnevely leaves and pods during July were as follows:

	U.K.	U.S.	Europe
SENNA Tons	Tons	Tons	Tons
LEAVES 13	152	313	
PODS 13	4	311	

Lower among ESSENTIAL OILS for shipment were Madagascar CLOVE LEAF at sixpence per lb. and Chinese PEPPERMINT by one penny. The Brazilian L, however, was up from 10s. 7½d. to 11s. per lb., c.i.f.

Precipitated CALCIUM CARBONATE and CHLOROXYLENOL are dearer. Whilst any of the lower-priced PHARMACEUTICAL CHEMICALS remain unchanged on an ex-works basis, the prices, when delivered, are being increased by the amount imposed recently by U.K. suppliers.

Pharmaceutical Chemicals

AMPHETAMINE.—BASE, 150s. per kilo in kilo lots, SULPHATE, 120s.; DEXAMPHETAMINE, 270s. per kilo for 10 kilos.

AMYLOBARBITONE.—B.P.C. is 68s. 6d. per kilo for less than 100-kilo lots; SODIUM, 8s. 6d.

BARBITONE.—Under 50-kilos, 52s. 6d. per kilo; SODIUM, 54s.

BROMOFORM.—B.P.C. (6 bottles) 42s. 6d. per kilo; (12 bottles) 42s. 1d.

BRUCINE.—(Per oz.) SULPHATE, 10s.; KALOID, 12s. 6d. for 100 oz. upwards.

BUTABARBITAL.—Under 50 kilos, 122s. 6d. per kilo.

BUTOBARBITONE.—B.P.C. 86s. per kilo for less than 100-kilo lots.

CALCIUM CARBONATE.—B.P. light precipitated powder, 1-ton lots, £45 per ton in 5 bags, delivered. PREPARED powder, 2 10s. ex works.

CHLOROXYLENOL.—B.P.C., 7s. 6d. per lb. cwt. lots, delivered.

COCAINE.—35 oz. lots HYDROCHLORIDE, 5s. per oz., ALKALOID, 115s. per oz. subject to D.D.A. Regulations.

CYCLOBARBITONE.—Under 25 kilos, 75s. per kilo. CALCIUM, 75s. per kilo.

METHADONE HYDROCHLORIDE.—Subject to D.A. regulations, 2s. 6d. per gm. for 1-gm lots.

METHYLPHENOBARBITONE.—B.P.C., 78s. 3d. per kilo for under 25-kilo lots.

NARCOTINE.—ALKALOID and HYDROCHLORIDE, 399s. 6d. kilo.

OPIATES.—Home trade prices (per kilo), (subject to D.D.A. Regulations):—

	1 kilo and over	Under 1 kilo
CODEINE	s. d.	s. d.
ALKALOIO ...	2,013 0	2,049 0
HYDROCHLORIDE ...	1,759 0	1,795 0
PHOSPHATE ...	1,531 0	1,566 0
SULPHATE ...	1,759 0	1,795 0
MORPHINE		
ACETATE ...	1,863 0	1,899 0
ALKALOID ...	2,272 0	2,307 0
HYDROCHLORIDE ...	1,853 0	1,889 0
SULPHATE ...	1,853 0	1,889 0
TARTRATE ...	2,219 0	2,254 0
ETHYLMORPHINE		
ALKALOID ...	2,346 0	2,382 0
HYDROCHLORIDE ...	2,003 0	2,039 0
DIAMORPHINE		
ALKALOIO ...	2,221 0	2,256 0
HYDROCHLORIDE ...	2,030 0	2,065 0

PENTOBARBITONE.—Less than 100-kilo lots; 93s. per kilo for ACID and 98s. for SODIUM.

PETHIDINE HYDROCHLORIDE.—Subject to D.D.A. regulations, 5-kilo lots, 300s. kilo.

PHENOBARBITONE.—50-kilo lots, 55s. 3d. per kilo. SODIUM, 60s. 9d.

PHOLCODINE.—8-oz. lots, 91s. 6d. per oz. (3.227s. per kilo).

PHTHALYSULPHATHIAZOLE.—5-kilo lots, 32s. 6d. per kilo; 50-kilos, 31s. 6d.

QUINALBARBITONE.—SODIUM and ACID are 99s. for less than 25-kilo lots.

SUCCINYLSULPHATHIAZOLE.—5-kilo lots, 46s. per kilo; 50-kilos, 45s. kilo.

SULPHACETAMIDE.—50-kilo lots, 54s. per kilo; SODIUM, 55s.

SULPHADIAZINE.—50-kilo lots, 46s. 8d. kilo.

SULPHADIMIDINE.—50-kilo lots are 29s. per kilo.

SULPHAGUANIDINE.—100-kilo lots, about 19s. 6d. per kilo.

SULPHAMERAZINE.—In 50-kilo lots, 37s. 6d. per kilo.

SULPHAMETHIZOLE.—B.P. Under 50-kilos, 85s. per kilo.

SULPHANILAMIDE.—50 kilo lots, 13s. 1d. per kilo.

SULPHAPYRIDINE.—6-kilo lots, 120s. per kilo.

SULPHATHIAZOLE.—100 kilos, 39s. per kilo; 50 kilos, 40s.

Crude Drugs

BALSAMS.—(per lb.). CANADA: 33s. 6d., c.i.f., 34s. spot; COPAIBA: B.P.C., 10s. 9d.; c.i.f.; 10s. 6d., spot; PERU: 13s., c.i.f.; 13s. 6d. spot; TOLU: B.P., 13s.-14s.; genuine as imported, 41s. 6d., c.i.f.

BELLADONNA.—LEAVES, 3s. 8d. lb., spot, 3s. 6d., c.i.f.; HERB, 2s. 6d. and 1s. 10d., c.i.f.; ROOT, 1s. 10d. spot, 1s. 9d., c.i.f.

BUCHU.—LEAVES, Spot 21s. lb. nominal; no shipment offers.

CARDAMOMS.—Ceylon greens, 18s. lb., spot. Alleppy prime seed, 24s. 6d., c.i.f.

CASCARA.—Spot, 300s. cwt., 290s., c.i.f.

CINNAMON.—Seychelles BARK, 285s. cwt., spot; shipment, 265s., c.i.f. Ceylon QUILLS (lb., c.i.f.) five 0's, 12s.; four 0's, 10s. 6d.; firsts, 7s.; quillings, 4s. 1d.

CLOVES.—Zanzibar 9s. lb. spot nominal.

DANDELION.—Root, 400s. cwt. spot; 390s., c.i.f. nominal (October).

ERGOT.—Portuguese—Spanish, 8s. 3d. lb.; 7s. 9d., c.i.f.

GENTIAN.—Spot, 280s. cwt.; 270s. c.i.f., nominal.

GINGER.—(Per cwt.)—Jamaican No. 3,

345s. spot; Cochin, 400s., c.i.f. Nigerian split, 165s.; peeled, 172s. 6d.; 167s. 6d., c.i.f.

HYDRASTIS.—35s. 6d. lb. spot; 34s. 6d. c.i.f.

IPECACUANHA.—(Per lb.). Matto Grosso, 48s. spot, 47s., c.i.f. nominal; Costa Rican, 61s. 6d. and 57s. 6d., c.i.f.; Colombian, 47s. 6d. and 47s., c.i.f.

JALAP.—Mexican, 6s. 3d. lb. spot, 6s., c.i.f.; Brazilian, 2s. 2d. nominal; 2s. 1d. c.i.f.

KOLA NUTS.—West African halves 8½d. lb. afloat; 8d., c.i.f.

MENTHOL.—(lb.). Chinese, 35s. 6d.; spot August-September, 32s. 6d., c.i.f. Brazilian, 29s. 6d., spot; 28s., c.i.f.

SEEDS.—(Per cwt.)—ANISE.—China star 300s. CELERY.—Indian, nominal spot, 255s.; shipment, 235s., c.i.f. CORIANDER.—Moroccan, 85s., duty paid 57s. 6d., c.i.f.; Rumanian, whole, 105s., duty paid. CUMIN.—Iranian, 160s., duty paid; 135s., c.i.f. DILL.—Indian, 140s.; 115s., c.i.f. FENNEL.—Chinese, 150s., duty paid; Indian, 185s.; 160s., c.i.f. FENUGREEK.—Moroccan, spot, 77s. 6d., duty paid; new crop for 57s. 6d., c.i.f. MUSTARD.—English, 70s. to 105s.

SENNA.—(Per lb.) Tinnevely LEAVES spot: Prime No. 1, 2s. 3d.; No. 3, f.a.q., 1s. 4½d.; shipment, No. 3, 1s. 2½d., c.i.f. PODS: Tinnevely hand-picked, spot, 2s. 10d.; manufacturing, 1s. 9d. Alexandria hand-picked, from 4s. 6d. to 7s. as to grade; manufacturing forward, 2s. 2d., c.i.f.; spot 2s. 4d.

STYRAX.—Spot, 21s. 6d.; 21s., c.i.f.

TURMERIC.—Madras finger, spot 290s. cwt.; shipment, 275s., c.i.f.

VALERIAN ROOT.—Indian, 350s. cwt.; spot and c.i.f.; Continental, 470s. c.i.f., 475s., spot.

WITCH HAZEL LEAVES.—4s. 8d. lb., spot; 4s. 6d., c.i.f.

Essential and Expressed Oils

ALMOND.—Imported, 5s. lb. spot.

BIRCH TAR.—Rectified, 15s. lb. on the spot.

CADE.—Spanish, 2s. 3d. lb., drum lots.

CAJUPUT.—Spot from 11s. 3d. to 12s. lb.

CALAMUS.—Spot from 55s. to 60s. per lb.

CAMPHOR, WHITE.—Spot, 7s. 6d. lb., duty paid.

CANANGA.—Java, 24s. per lb.

CARAWAY.—Spot, 55s. lb.

CARDAMOM.—Imported, 500s. per lb.; English distilled, 550s.

CASCARILLA.—English distilled, 38s. oz.

CASSIA.—Spot from 25s. per lb. for 80-85 per cent.

CLOVE.—(lb.) Madagascar leaf, shipment, 13s. 3d., c.i.f.; spot, 14s. in bond, English-distilled bud, 44s. (1-cwt. lots).

CORIANDER.—From 41s. per lb. spot.

CUBE.—English distilled, 100s. per lb.

LEMONGRASS.—Spot, 43s. kilo; 40s. 6d., c.i.f.

PEPPERMINT.—(Per lb.), *Arvensis*: Chinese 11s., spot; 10s. 6d., c.i.f. Brazilian, 11s., spot, 11s., c.i.f. American *Piperita*, 40s. to 47s. 6d.; Italian, 95s.

PINE.—*Pumilionis*, 14s. 6d. to 17s. 6d. per lb., *syvestris*, 11s.; *abietis*, 20s. to 23s.

UNITED STATES REPORT

NEW YORK, AUGUST 27: Brazilian MENTHOL was held at \$4.20 lb. CANDELLA WAXES were plentiful at 57 to 60 cents lb. CLOVE LEAF OIL was raised 50 cents lb. to \$2.15-\$2.75 through shortage of stocks.

PRINT AND PUBLICITY

LATEST dealer aid from Agfa-Gevaert, Ltd., Great West Road, Brentford, Middlesex, is a sticker "Agfa Spoken Here", for shop windows and doors. Stockists may obtain it from the company's advertising department.

PRESS ADVERTISING

REMINGTON ELECTRIC SHAVER DIVISION, Sperry Rand, Ltd., Apex Tower, Malden Road, New Malden, Surrey. Pre-Christmas campaign for all Remington electric shaver models, last week in September until end of November. In *Daily Express*, *Daily Mail*, *Daily Mirror* and *Daily Record*. Also in *Radio Times* October to mid-December.



TWO-WAY-PANEL DISPLAY UNIT: A new display unit produced by Elida, Ltd., P.O. Box 1.D.Y., Portman Square, London, W.1, for their Harmony range of hair colourants, has a two-way panel attached to the back-card. From one angle the panel shows the Harmony girl with "holiday blues"; from the other, a Harmony pack in full colour.

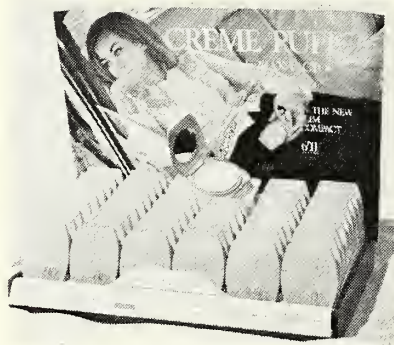
PUBLICATIONS

Booklets and Leaflets

BOWMANS CHEMICALS, LTD., Moss Bank, Widnes, Lancs. "Bowmans Products for the Food and Drink Industry" (4-p. leaflet). **JOHNSONS OF HENDON, LTD.**, Hendon Way, London, N.W.4: "Eumig mark S 701 and 709" (folder). **KOCH-LIGHT LABORATORIES, LTD.** (publications department), Colnbrook, Bucks: "An Introduction to Liquid Scintillation Counting" (pp. 24). First of a series issued jointly with Phillips N.V. Author is Dr. J. B.

Birks (reader in physics and head of the atomic and molecular physics group, Manchester University).

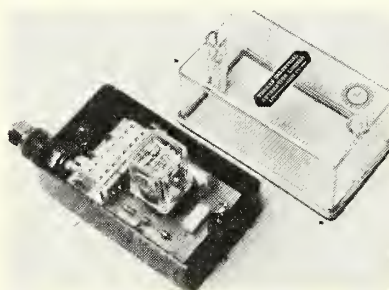
LBK INSTRUMENTS, LTD., LBK House, 232 Addington Road, Croydon, Surrey, CR2 8YD: "Uniphor column electrophoresis system" (4-p. leaflet describing new system which allows choice of methods with only one piece of equipment).



WITH SELF-SELECTION GUIDE: Counter merchandiser unit produced by Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1 for their new Creme Puff slim compact. The unit holds 4 doz. compacts and has a colour guide for self-selection.

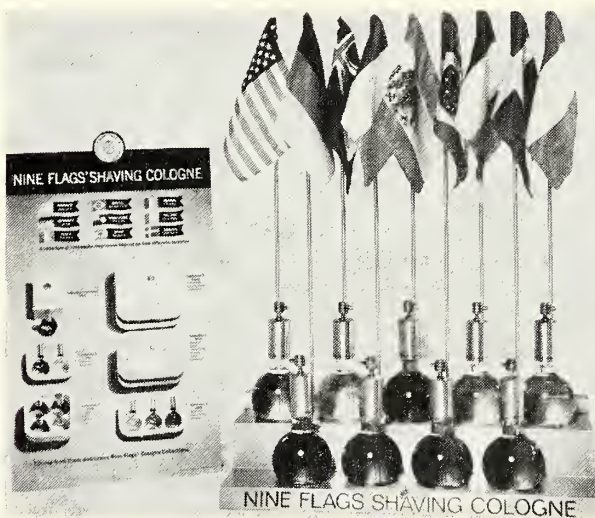
EQUIPMENT AND ACCESSORIES

Flasher Unit. — A new flasher unit providing two pairs of voltage-free change-over contacts, rated at 6 amps 240 volts a.c. (non-inductive) and



changing over at approximately eighty times per minute has been introduced by Thomas Industrial Automation, Ltd., Deansgate Lane, Altrincham, Ches. The unit is initiated by application of the supply voltage. It may be used for flashing lights, warbling sirens and hooters or with any other

TESTER STAND: Nine Flags collection of nine fragrances bearing flags of the United States, France, Germany, Italy, Spain, Ireland, Brazil, Sweden and Hong Kong. Stand, with full-colour price plaque showcard, is being distributed free to stockists.



SMITH, KLINE & FRENCH LABORATORIES, LTD., Agricultural and veterinary division, Welwyn Garden City, Herts: Dosage card for Helmatac plus illustrations and descriptions of the new decimal coinage.



ACTING-PROMPTING "DISPENSER": New display unit for Bisk's (makers: Fisons Pharmaceuticals, Ltd., Loughborough, Leics) urge weight-conscious customers to join the Bisk Slimmers Club. The unit, in full colour measures 15 x 7½ x 20 in.

form of signalling system. The unit is also available for use with 110 volts a.c. Overall case dimensions are 6 by 4 by 3½ in. The unit weighs just over 1 lb.

Punched Tape Programming.—A new electronic accounting machine that combines magnetic ledger facilities with magnetic-disc storage and electronic programming has been released in the United Kingdom by the National Cash Register Co., Ltd., Marylebone Road, London, N.W.1. Known as the NCI



400, the machine has been designed to increase the speed and efficiency of ledger-posting and other operations in a wide variety of businesses. The magnetic ledger uses dual-purpose record cards with printed entries on the face and magnetically-encoded data on the reverse. Each card holds up to 26 characters of magnetic data, all of which can be read into the processor during a single posting operation. Because of its built-in ftd-decimal logic and flexible printer, the NCR 400 can be programmed to operate equally well in either currency. No mechanical conversion will be needed after "D Day."

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," August 21, No. 4695

AVON ULTRA SHEER, B902,793, by Avon Cosmetics, Ltd., Northampton. For non-medicated toilet preparations and cosmetic preparations (3)

AVON HONEYSUCKLE, B902,935, by Avon Cosmetics, Ltd., Northampton. For non-medicated toilet preparations and cosmetic preparations, all being scented with honey-suckle (3)

FOR YOU ALONE BY BRISTOWS, B906,073, by T. F. Bristow and Co., Brentford, Middlesex. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

DON LOPER, B915,774, by Don Loper, Inc., Beverly Hills, California, U.S.A. For non-medicated toilet preparations (3)

Device, 916,718, by Alberto-Culver Co., Melrose Park, Illinois, U.S.A. For cosmetics and non-medicated toilet preparations (3)

TOP NOTE (device), B918,028, by Sophistique, Ltd., Winsford, Ches. For preparations for the hair (3)

CIGALIA, 918,471, by Roger et Gallet, Paris, 8, France. For perfumes, eau de Cologne, toilet water, non-medicated toilet lotions for the face and body, cosmetics, rouge and perfumed soap (3)

RESPOND, B919,635, by Colgate-Palmolive Co., New York, U.S.A. For detergents (not for use in industrial or manufacturing processes); laundry preparations; household cleaning preparations (3)

PEARLS OF QUE SERA, 921,944, by Studio Girl-Hollywood, Ltd., Havant, Hants. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

ARMOUR (device), B883,130, by Armour and Co., Chicago, Illinois, 60611, U.S.A. For herbicides and pesticides, none being for domestic use and all sold in containers of not less than 20 lbs. (5)

J.S.O.R., B902,710, by Shulton, Inc., Clifton, New Jersey, U.S.A. For deodorants (5)

DECAPRYN, 906,716, by Merrell-National (Laboratories), Ltd., London, W.1. For pharmaceutical preparations (5)

CHICK 24, B914,534, by Eversharp, Inc., Milford, Connecticut, U.S.A. For personal deodorants for men (5)

FENTIDERM, 915,227, by Armour Pharmaceutical Co., Chicago, Illinois, 60611, U.S.A. For pharmaceutical substances and preparations, all for use in the treatment of the skin (5)

HISTOSTAT B916,434, by Salsbury Laboratories, Charles City, Iowa, 50616, U.S.A. For veterinary preparations and substances (5)

HAELACIN, B919,261, by Dista Products, Ltd., Speke, Liverpool, 24. For pharmaceutical preparations and substances (5)

AFPRIN, SAFPRIN CO, ENTAPRIN, ENTAPRIN CO, 918,274-77, by Chas. Pfizer & Co., Inc., New York, U.S.A. For pharmaceutical and veterinary preparations and substances (5)

TERIBATH, 920,872, by Pigot & Smith, Ltd., Wigan, Lancs. For iodine preparations for use in sterilising enamel and porcelain surfaces (5)

ATERO, 923,329, by Upjohn, Ltd., Crawley, Sussex. For preparations for repelling and destroying rats (5)

LIMIX, 923,870, by Imperial Chemical Industries, Ltd., London, S.W.1. For veterinary preparations (5)

IR. COLOGNE (device), 917,764, by Studio Girl-Hollywood, Ltd., Havant Hants. For deodorants containing eau de Cologne (5)

OUBLE LIFE BRITISH MADE BLUE BLADES (device), B879,557, by Philip Morris & Co., Ltd., London, W.C.2. For blue safety razor blades (8)

NIPERSCOPE, 918,544, by Blunco (London), Ltd., London, S.W.17. For night driving

glasses, sunglasses and lenses; and parts and fittings (9)

SHIBADEN, 911,568, by Shiba Denki, Tokyo, Japan. For surgical, medical, dental and veterinary instruments and apparatus; and parts and fittings (10)

BRAUNULA, 923,196, by B. Braun, 3508 Melsungen, Germany. For medical instruments and apparatus; canulas made of plastics (10)

VERIFLO (device), 920,361, by Veriflo Corporation, Richmond, California, 94804, U.S.A. For surgical, medical, dental and veterinary instruments and apparatus (10)

CELOG, 921,393, by S. A. des Laboratoires Robert & Carriere, Paris, 7, France. For surgical and medical instruments and apparatus and parts (10)

KAYNOR, 925,510, by Hygienic Drinking Straws Co., Ltd., Fishponds, Bristol. For drinking straws (19)

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)," August 21

Aerosol dispensing apparatus. Vantorex, Ltd., and H. A. Goodwin. 1,128,655.

Method of sterilising tubes. Tetra Pak A.B. 1,128,728.

Processes for the preparation of 11-substituted steroids, products thus obtained, and compositions incorporating them. Roussel-Uclaf. 1,128,786.

Processes for the preparation of unsaturated 19-nor-steroids. Roussel-Uclaf. 1,128,787-88.

7 α -Alkyl-5(10),9(11)-diene steroids. Roussel-Uclaf. 1,128,789.

7 α -Alkyl-4,9-dien-3-one steroids. Roussel-Uclaf. 1,128,790.

Detergent composition. Procter & Gamble, Ltd. 1,128,836.

Pesticidal emulsions. Shell Internationale Research Maatschappij, N.V. 1,128,848.

Adjuvants for gastric and intestinal X-ray photographic examination. Chugai Seiyaku, K.K. 1,128,922.

Pesticidal preparations. CIBA, Ltd. 1,128,928.

Therapeutic composition, useful, in particular, as anti-inflammatory composition and in ophthalmology. Laboratoires Laroche Navaron. 1,129,018.

Process of preparation of water-soluble derivatives of tetracyclines. Cipan-Companhia Industrial Produtora de Antibioticos, S.A.R.L. 1,129,026.

Chemical compounds and their use as microbicides. Nalco Chemical. 1,129,069.

Nicotinate esters, processes for preparing them and compositions containing them. Sterling-Winthrop Group, Ltd. 1,129,133.

Compositions containing nicotines. Sterling-Winthrop Group, Ltd. 1,129,134.

Dentifrice containing an alkali metal fluoride or stannous fluoride. Unilever, Ltd. 1,129,156.

Materials for use against weeds algae and microorganisms. Consortium Fur Elektrochemische Industrie G.m.b.H. 1,129,193.

Antibiotic derivatives and the manufacture thereof. Upjohn Co. 1,129,240.

Antacid compositions containing silicones. Smith Kline & French Laboratories. 1,129,260.

Microbiological steroid degradation. T. D. Threadgold (Philips) Gloeilampenfabrieken N.V.). 1,129,261.

Parasitocides. Monsanto Co. 1,129,275.

Sterilising autoclave. Dent & Hellyer, Ltd. 1,129,331.

5,8-Dihydro-5-oxo-prido (2,3-d) pyrimidine derivatives, and processes for the preparation thereof. Dainippon Pharmaceutical Co., Ltd. 1,129,358.

6,6-ethylene-19-nor-testosterones. Smith Kline & French Laboratories. 1,129,382.

Aqueous detergent compositions. Atlantic Richfield Co. 1,129,385.

Urea derivatives, process for their preparation, and therapeutic composition containing same.

Centre D'etudes Pour L'industrie Pharmaceutique. 1,129,437.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, from October 2.

WORLD TRADE

Brazil's Cruzeiro Devalued. — The Brazilian Government has devalued the cruzeiro with new buying and selling rates fixed at 3.63 to 3.65 new cruzeiros to the U.S. dollar. The last devaluation of the currency took place in December 1967.

NEW COMPANIES

BIO-PHARM LABORATORIES, LTD. (P.C.).—Capital £100. To establish and operate a pharmaceutical laboratory, etc. Directors: Stanley Cohen, M.P.S. and Sylvia G. Cohen. R.O.: 2 Friern Park, London, N.12.

CAVENDISH BIO-MEDICAL CENTRE, LTD. (P.C.).—Capital £1,000. To establish and maintain a medical diagnostic centre, etc. Directors: Gerald E. Moore, Jack G. Levenson, Trevor W. R. Heathcote and Michael S. Reynolds. R.O.: 24 Portland Place, London, W.1.

DIPENIDAM, LTD. (P.C.). — Capital £100. To acquire the business of Alan Glasby & Co., Ltd. To carry on the business of manufacturers of and dealers in chemical products, etc. Solicitors: Lovell, White & King, 1 Serjeants Inn, Fleet Street, London, E.C.4.

JUNERAYLE, LTD. (P.C.). — Capital £100. To carry on the business of wholesale and retail chemists and druggists, etc. Subscribers: Leonard H. Lewis and Francis A. Dean, 12 Norfolk Street, London, W.C.2.

LANCE PHARMACEUTICALS, LTD. (P.C.).—Capital £1,000. To carry on the business of manufacturers of and dealers in pharmaceutical products, etc. Directors: Cecil G. Bowen (director, Print Publicity, Ltd.) and Kenneth J. Hooper. R.O.: 22 Lombard Road, London, S.W.11.

MARBINO, LTD. (P.C.). — Capital £100. To carry on the business of wholesale and retail chemists and druggists, etc. Subscribers: Leonard H. Lewis and Francis A. Dean, 12 Norfolk Street, London, W.C.2.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

Tuesday, September 3

CLEANING AND MAINTENANCE EXHIBITION (CLEANEX '68), Free Trade hall, Peter Street, Manchester. Until September 6.

Wednesday, September 4

EDINBURGH CHEMISTS' GOLF CLUB, No. 3 course, Gullane Golf Club. Play for Raines tankard and E. C. trophy.

Thursday, September 5

HUDDERSFIELD BRANCH, PHARMACEUTICAL SOCIETY, Pack Horse hotel, Kirkgate, Huddersfield, at 7.45 p.m. Mr. D. Royce (a member of the National Pharmaceutical Union Executive) on "N.P.U. and N.H.S. Matters."

LONDON CHEMISTS' GOLFING SOCIETY, Denham Golf Club, Denham, Play for Butler & Crispe prize, Squibb centennial trophy and prize and Gibbs tankard.

Saturday, September 7

FRANCO-BRITISH EXHIBITION, Metropole exhibition halls, Brighton, Sussex. Until September 15.

Advance Information

NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, Mermaid lounge, Students Union, University of Birmingham, at 7.30 p.m. on September 12. Sherry party.

"LIGHTING FOR LIVING" exhibition, Design Centre, 28 Haymarket, London, S.W.1, October 16 to November 23.

GLASGOW PHARMACY CLUB, Whist drives have been arranged for the following dates: (1968) November 5, December 3, (1969) January 7, February 4, March 4. Annual dinner and dance: October 29.

Prescribers' Press

What doctors are reading about developments in drugs and treatments

CHRONIC heavy dosage with an isoprenaline pressurised aerosol (Medihaler-Iso Forte) has been found by workers at the Royal Post-graduate Medical School, London, to be associated with resistance to the cardiac-stimulating effects of isoprenaline taken by inhalation or intravenous infusion. In healthy volunteers, inhalation of one puff (delivering approximately 0.44 mgm. of isoprenaline) produced an average increase in heart rate of twenty-eight beats, three puffs an increase of forty-four beats per minute. A similar effect could be obtained by intravenous infusion of as little as 2 per cent. of the aerosol dose. No increase in heart rate was seen in patients taking over twenty puffs per day until eight puffs were inhaled at one time, when the average increase became twenty-two beats per minute. In two subjects there was evidence that the dose had to be inhaled (not held in the mouth or swallowed) in order to produce circulatory effects. In metabolic studies the authors show that part of the isoprenaline dose is converted in the body to 3-methoxyisoprenaline, for which there is evidence of weak β -adrenergic receptor antagonism. The hypothesis is put forward that metabolite could accumulate in the body when isoprenaline is taken at high dosage for prolonged periods (it has a long metabolic half-life) and that the resulting β -blockage could account for resistance to the cardiac-stimulating effects of isoprenaline in heavy users of the aerosol. Seeking an explanation to link the rise in asthma deaths with the increasing use of pressurised isoprenaline aerosols, the authors suggest that the β -receptor blocking effect of 3-methoxyisoprenaline could conceivably produce increasing airways obstruction, causing the patient to take larger doses of aerosol, leading to a deterioration of the asthmatic state. If that should be the case, they say it should be possible to reduce the effect by limiting the amount of isoprenaline taken and therefore the amount of 3-methoxyisoprenaline formed. (*Lancet*, August 24, p. 426).

A LIVE influenza-virus vaccine used

in trials among employees of the Esso Oil Refinery, Fawley, Hants, produced too many reactions to be used on a large scale. That appears from a report by workers at the Common Cold Research Unit, Harvard Hospital, Salisbury, Wilts. Formalin-inactivated vaccine given intramuscularly (the live vaccine being given intranasally) produced a more frequent antibody response and a higher antibody titre than did the live vaccine, but the protection afforded by the live vaccine on challenge was greater (expected incidence of clinical symptoms reduced by 82 per cent.) than that afforded by the killed vaccine (incidence halved). The explanation is believed to be that the live vaccine induced higher titres of local antibody. Work is proceeding on the attenuation of living viruses. (*Lancet*, August 24, p. 418).

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications.

- LIVE VIRUS MEASLES VACCINES.** Reactions to. *J. Amer. med. Ass.*, July 29, p. 309.
- DISINFECTING WITH "UNDERWATER LIGHTING"** [the electrohydraulic technique]. *New Scientist*, August 22, p. 388.
- AMERICAN PHARMACY IN THE 1970's.** *J. Amer. pharm. Ass.*, August 8, p. 434.
- ORAL CONTRACEPTIVE STUDY** — epidemiological principles. *J. roy. Coll. gen. Pract.*, August, p. 159.
- INFLUENZA-VIRUS VACCINES.** A comparison of live and killed. *Lancet*, August 24, p. 418.
- CLIOQUINOL.** Serum levels of protein-bound iodine and thyroxine after a course of. *Lancet*, August 24, p. 425.
- ISOPRENALINE RESISTANCE** and the use of pressurised aerosols in asthma. *Lancet*, August 24, p. 426.
- BRITISH GAMMAGLOBULIN.** Assessment of, in preventing infectious hepatitis. *Brit. med. J.*, August 24, p. 451.
- β -ADRENERGIC RECEPTORS.** New class of selective stimulants of. *Nature*, August 24, p. 861.
- A SELECTIVE β -ADRENERGIC STIMULANT** (α - [(*t*-Butylamino) methyl] - 4 - hydroxy - *m* - xylene - x^1 , x^3 - diol (AH.3365)). *Nature*, August 24, p. 862.
- PROSTAGLANDIN $F_{2\alpha}$.** Antagonism by fenamates of (and of slow reacting substance) on human bronchial muscle. *Nature*, August 24, p. 864.
- COCCIDIOSIS IN LAMBS.** Successful treatment of [with amprolium and ethopabate]. *Vet. Rec.*, August 24, p. 184.
- PHARMACOLOGY:** its nature in medicine. *Science*, August 24, p. 443.
- PESTICIDE TRANSFORMATIONS:** production of chloroazobenzenes from chloroanilines. *Science*, August 9, p. 582.
- TREATMENT OF ANOVULATION WITH METHOTROPINS.** *J. Amer. med. Ass.*, July 1, p. 16.
- MARIJUANA.** Two biologically active constitu-

- ents. Behavioural effects in monkeys of racemates of. *Science*, June 28, p. 1467.
- DRUG LEVELS IN MAN.** Genetic control of. *Science*, July 5, p. 72.
- PORCINE PROINSULIN:** characterisation and amino acid sequence. *Science*, July 12, p. 165.
- TO BE TAKEN AS DIRECTED.** *J. roy. Coll. gen. Pract.*, July, p. 39.
- SYNERGISM in vitro** of certain antimicrobial agents. *J. Soc. Cosmet. Chem.*, July 22, p. 531.

BOOKS RECEIVED

Mention of a book in this column does not preclude a review at a later date.

Quantum Theory of Magnetic Resonance Parameters. — JASPER D. MEMORY, B.S., Ph.D. McGraw-Hill Publishing Co., Ltd., Shoppenhangers Road, Maidenhead, Berks. 9½ x 6 in. Pp. 185. 93s.

Creative Pricing. — ELIZABETH MARTIN (editor). American Management Association Inc. (Agents: Bailey Bros. & Swinfern, Ltd. Warner House, Folkestone, Kent.) 9½ x 6½ in. Pp. 224. 90s.

A Management Role for Quality Control. — JOHN T. HAGAN. American Management Association, Inc. (Agents: Bailey Bros. & Swinfern, Ltd., Warner House, Folkestone, Kent.) 9½ x 6½ in. Pp. 248. 85s. 6d.

Recruitment Advertising. — FRANK COSS. American Management Association, Inc. (Agents: Bailey Bros. & Swinfern, Ltd., Warner House, Folkestone, Kent.) 9½ x 6½ in. Pp. 200. 100s.

WILLS

MR. A. E. BREAKSPER, 6 Grassy Lane, Maidenhead, Berks, who qualified as a chemist and druggist in 1908, left £10,079 (£9,752 net). MR. F. BRIDE, M.P.S., 46 St. Giles Avenue, Scartho, Grimsby, Lincs, left £19,761 (£18,380 net).

MR. E. R. W. DAVID, M.P.S., Summefield, West Drive, Porthcawl, Glam., left £172,404 (£171,397 net).

MR. T. W. DEACON, M.P.S., 540 Holderness Road, Hull, Yorks, left £20,293 (£20,100 net).

MR. C. H. DYSON, M.P.S., 9 Ellesmere Road, East Twickenham, Middlesex, left £24,119 (£23,830 net).

MR. F. HEeley, M.P.S., 51 Norton Crescent, Sheffield, left £34,418 (£33,712 net).

MR. D. A. HIGGINS, M.P.S., Alexian Brothers Nursing Home, Twyford Abbey Road, London, N.W.10, left £55,132 (£54,830 net).

MR. G. F. HIRD, M.P.S., 28 Thirsk Road, Northallerton, Yorks, left £47,010 (£46,790 net).

MR. H. M. LOVELL, M.P.S., 22 Totterdov Lane, Bleadon, Weston-super-Mare, Somerset, left £39,001 (£38,810 net).

MR. G. T. MADDOCK, M.P.S., 3 Shelburn Terrace, Calne, Wilts, left £24,915 (£24,700 net).

MR. L. PARKINSON, M.P.S., 26 Boxwell Road, Chelmsford, Essex, left £42,759 (£41,821 net).

MR. A. L. STENHOUSE, M.P.S., 8 Eastbank Brechin, Angus, left estate in England and Scotland valued at £29,752.

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—September 8-14

PRODUCT	London	Midland	Lancashire	Yorkshire	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Anadin ...	2/60	1/90	2/60	4/120	1/30	5/150	5/150	2/60	5/150	2/60	1/30	2/60	2/60	—	2/60
Andrews liver salts ...	4/60	3/45	3/45	3/45	3/45	3/90	4/60	3/45	3/45	5/75	4/120	3/45	3/45	—	3/4
Askit powders ...	—	—	—	—	4/44	—	—	—	—	—	—	2/22	3/37	—	—
Horlicks ...	—	—	—	—	—	—	—	—	—	—	—	—	1/30	—	—
Milk of Magnesia ...	3/21	3/21	3/21	3/21	3/21	3/21	3/21	3/21	3/21	4/60	3/21	3/21	3/21	3/45	3/2
Paton's nail hardener ...	—	—	3/45	—	—	—	—	—	—	—	—	—	—	—	—
Simply Super ...	6/180	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Steradent ...	2/60	2/60	2/60	2/60	1/30	2/60	6/180	1/30	2/60	3/90	1/30	1/30	2/60	—	—

